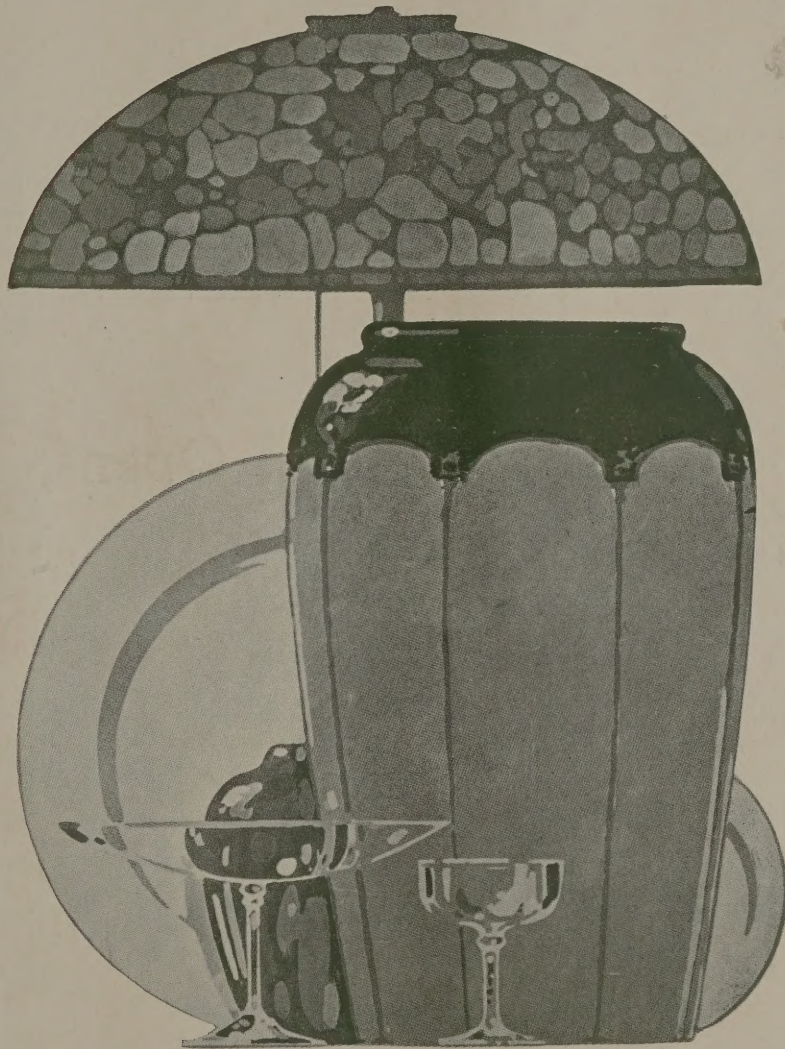


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CHRISTMAS NUMBER

HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE NEW YORK

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(GERMAN ATLANTIC CABLE COMPANY)
TWO DIRECT CABLES FROM GERMANY TO NEW YORK.

EXCLUSIVE CONNECTION WITH THE COMMERCIAL CABLE COMPANY

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LENTNER

When a Large Hotel Opens, They
Must Have ALL Their China



The above refers to the Rosenthal Deliveries made to
the Biltmore Hotel, one of the largest shipments of
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GRAHAM & ZENGER

INCORPORATED

104 FIFTH AVENUE

NEW YORK CITY

NEW YORK

Haviland China

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France

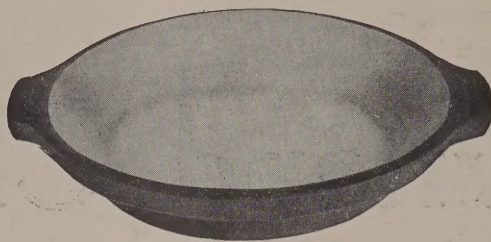
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Haviland & Co.
Limoges

Haviland & Co.

11 EAST THIRTY-SIXTH STREET

NEW YORK



It's a Modern Fad

—to cook and serve dishes “**En Casserole**,” and the fad is growing daily.

And the more it grows, the more people will ask for **Guernsey** earthenware.

Because—

Guernsey is the standard of excellence in this class of goods;

Because—

Guernsey is advertised extensively in the leading women's publications;

Because—

Guernsey has become the “National Earthenware,” known and used from Maine to California.

Do you recollect, when you were “knee-high-to-a-grasshopper,” the brown baking dishes, with yellow tinted insides, which rested against the pantry shelves and brought to mind visions of steaming meat-pies every time you looked at them? And

the deep bowls filled with fresh, yellow brown custard?

They were **Guernsey** bakers, probably, for **Guernsey** even in those early days was an “Institution,” and a household word.

All these years the fame and utility of **Guernsey** have been growing—its praises have passed from mother to daughter, and there is hardly a home in the country ignorant of the ware it stands for.

Now its scope is being extended, for the great popularity of “cooking and serving in the same dish” has occasioned new shapes and new sizes. And these have been prepared with particular care to meet the modern requirement.

Are you doing anything to meet the demands for these new shapes and sizes? Why not be ready with a full line of our latest goods—show the styles—explain their uses—reap extra business?

Write at once for Catalogue No. 1001, giving prices, with descriptions and illustrations.

The Guernsey Earthenware Co.
CAMBRIDGE OHIO

New York Representative
BATES & LEDDEN, 65 West Broadway



Guernsey

Earthenware

Brown—White Lined—Enameled





2005 BON-BON



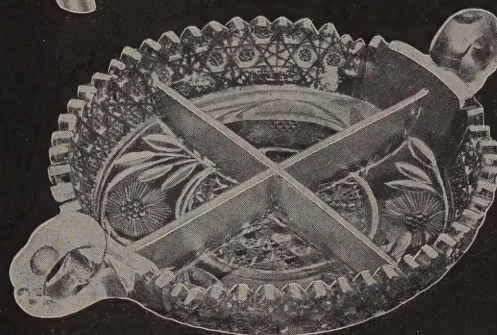
8 IN. FERN



6 IN. NAPPY



8 & 9 IN. FLAT BOWL



8 & 9 IN. CABORET



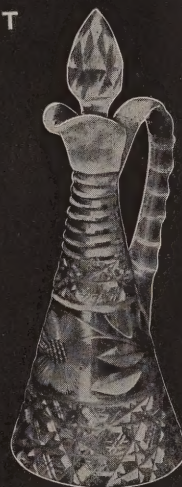
6 OZ. COLOGNE



9 1/2 IN. FRUIT BOWL



SPOON HOLDER



9 1/2 IN. OIL



2013 SPOON TRAY



203 - 12 IN. CELERY

Atlantic Pattern made up in over 50 shapes and sizes. Entirely new and startling. Best re-order pattern ever produced. Don't confuse this with the cheap C. B. Cutting on the market. Popular Prices.

NIAGARA CUT GLASS CO.

NEW YORK OFFICE, 47 WARREN ST.
C. B. & J. WARNER

FACTORY, BUFFALO, N. Y.

1914 Import Lines

New Samples Ready in January

Martin China, *Limoges, France*

An entirely new collection of open stock patterns at very reasonable figures.

A complete assortment of the new PATE TENDRE body in magnificent enamel and gold decorations, which will be a sensation in French China.

Krautheim China, *Selb, Bavaria*

It is a new factory just built for the making of the best grade of goods.

The finest selection of china, originality of designs, and prompt deliveries, will be the motto of Krautheim, and anyone buying Bavarian China will do well to investigate this new comer in the line before placing orders.

Gustafsberg China, *Sweden*

This factory has made a new line of decorations, being quite a departure from the styles shown heretofore.

Kosta Crystal, *Sweden*

The Kosta factory has produced for next season many new decorations consisting of Etchings, Gold Decorations, and many new Rock Crystal decorations.

There will also be shown in addition to the stemware many fancy novelties, such as:

ICED TEA SETS

VASES

FOOTED COMPORTS

SUGARS AND CREAMERS

BOWLS, ALL SIZES

ICE CREAM DISHES

AND PLATES

CELERY TRAYS, ETC.

with the most radical new ideas in decorations consisting of Cuttings and Mat Engravings.

Dealers wanting merchandise of merit and exclusiveness will do well to look up Kosta new products.

Reijmyre Glass, *Sweden*

Many new etchings and popular priced goods made by this factory will be shown.

J. H. VENON

Sole Agent for North America

104 Fifth Avenue

New York

BUFFALO POTTERY THE UNDERGLAZE POTTERY OF AMERICA

DELDARE WARE
BLUE WILLOW WARE
BLUE VIENNA WARE
DINNER WARE
TOILET WARE
SPECIALTIES

We make a specialty of underglaze decorations. We believe it is the only way to decorate crockery—it will not wear off—it always looks clean and new regardless of hard service.

NEW YORK
A. H. LEDDEN
65 West Broadway

BUFFALO
A. H. SHARP
6 South Division St.

OFFICE AND FACTORY
BUFFALO, NEW YORK



Our New Home

After 43 years on Barclay Street, we are now moving our show rooms to the Emmet Building, 95 Madison Avenue, corner of 29th Street, and shall be ready to welcome our friends at that address on the 1st of January, 1914. The new location is convenient to the hotels and railroad stations, the show rooms are commodious and well lighted and, being on one floor, will save many inconveniences.

With the Season's Greetings and Best Wishes for Success and Prosperity during 1914, we include a cordial invitation to call upon us at "our new home."

HAVILAND & ABBOT COMPANY.

95 Madison Avenue,
New York City.

Our New Plans

The change in address enables us to make other changes of equal importance which will permit us to be of greater assistance to our friends than has been possible in the past.

We shall no longer carry a varied assortment of fancy decorated table articles as in the past, but are largely increasing the assortment of the open stock decorations and also adding materially to the number of patterns ready for immediate delivery at New York. In other words, our aim is to aid those importing G D A patterns by supplying whatever they may require from stock to meet special emergencies, and thus prevent the necessity of waiting some months with an incomplete stock on their shelves. Further announcements regarding this will be made in the future.

Our New Goods

These must be seen to be appreciated, as no amount of description can do them justice. The October line was good, at least you have told us so and proved it by your purchases, but we can safely promise that the January line will be far in advance of anything yet received from the G D A Factory.

Once more, A Merry Christmas and Happy New Year to all.

HAVILAND & ABBOT COMPANY.

95 Madison Avenue
New York City

K T & K  QUALITY

K.T.&K. CO.

K T & K WARE

K. T. & K.
S—V
CHINA For Hotels K. T. & K.
S—V
CHINA

Thick and Welded Edge

K T & K STANDS  FOR THE BEST

K.T.&K. CO.

Dinner and  Toilet Shapes

K.T.&K. CO.

Unexcelled Decorations

K T & K  QUALITY

K.T.&K. CO.



"Miana."
Decoration 20218.

The Knowles, Taylor & Knowles Co.,
East Liverpool, Ohio.



CREATIONS *for* 1914

IN THE

Celebrated Ahrenfeldt China

MANUFACTURED AT LIMOGES, FRANCE

AND IN

THE ART CHINA PRODUCED BY THE
V. Schierholz'sche Porzellanmanufaktur
PLAUE, Thuringia

ARE THE COMING LEADERS IN THEIR RESPECTIVE FIELDS

ORIGINALITY IN SHAPES AND DECORATIONS, APPEALING TO
GOOD TASTE, WILL PREVAIL THROUGHOUT BOTH LINES

Moderate Prices and Prompt Deliveries

HERMAN C. KUPPER

Importer

50, 52 and 54 MURRAY STREET, NEW YORK



For the 1914 Trade

We are Showing Twenty New OPEN STOCK PATTERNS

In Popular Priced

FRENCH DINNERWARE

Never before have we been able to offer you such an extensive selection of Open Stock Dinnerware. The decorations are new and original with us. Samples will be sent on application.

Trade Mark



on Decorated China

In addition to our dinnerware line it will pay you to investigate the beautiful shapes and decorations on our new line of fancy

Trade Mark



on White China

china. Complete sets of every description and an immense assortment of gold decorated service plates.

For the white china and art departments we have in stock the largest and most complete line of French White China in the market. The leader with decorators the country over. Write for catalogue.

VOGT & DOSE

65 (old No. 43) Barclay Street

NEW YORK

YOU ARE INVITED!

A complete new range of designs and models from the world famous

Royal Porcelain Works

Worcester, England

will be ready for your inspection in our new and handsomely appointed

Royal Worcester Showrooms

54 Murray St., New York

on and after January 5, 1914. Expression of the very latest thought in ceramic decoration will be found in this exhibit.

A SPECIAL FEATURE

We carry in OPEN STOCK in New York Royal Worcester China Dinner Ware, Rich Service Plates, Teas, Bouillons, A. D. Coffees, etc.

MADDOCK & MILLER

INCORPORATED

54 MURRAY STREET

- NEW YORK

Sole Agents in the United States for Royal Worcester Productions

ESTABLISHED 1818

¶ The mere statement: "This is a

Libbey
THE WORLD'S BEST

piece," instantly compels the interest of your customer.

¶ The beautiful article before him challenges for a moment that universal note of approval which he has so often heard.

¶ Closer examination invariably proves to him that in richness of material, in perfection of design and all that makes for exquisite craftsmanship, the world's verdict for Libbey is beyond all argument.

THIS NAME ETCHED



ON EVERY PIECE.

TRADE MARK

LIBBEY GLASS Co, TOLEDO OHIO.



POTTERY & GLASS

VOLUME XI. No 6.

NEW YORK, DECEMBER, 1913.

TERMS: \$2.00 per year in advance
25 cents per copy.

The "Punch" in Salesmanship

HOW A LITTLE COMMON SENSE MIXED WITH JUDICIOUS THINKING MAKES A SALESMAN OUT OF AN ORDER TAKER

"I want," begins many a customer coming into a pottery and glass shop, "something suitable for a table decoration in china."

"Don't you know," asks the salesman.

"No, I don't know. I'm not over fond of color, I dislike odd shapes, I can't stand the tawdry, and, well, I guess you know what I ought to have."

And there you have it. If the salesman in this shop is just a salesman, he will pick out something that looks all right from a superficial standpoint.

If he is more than a mere salesman, if he is a man who knows anything about table decoration he begins to ask questions.

"What general effect do you want to secure in the room?" he asks Mr. Customer. "What is the size of the room? What style is it furnished in? To what light is it exposed? What is the prevailing color tone?"

In short, the thinking-salesman knows that a piece of china of any shape, placed on a table in any position, against a background of any color, does not make satisfactory decoration.

The experienced salesman knows these things. It is because he knows them that he desires to make his organization and his knowledge a service to his customers. He wishes to be a means to an end. He wants to discuss problems that make or mar satisfaction; he wants to study his customer's ideas and ideals, in short, he wants to be of greater service to those who patronize him than he can be when he takes a customer's

order in the barest sense of the word and lets it go at that.

When a man begins seriously to investigate salesmanship he gets some rude shocks.

He finds that most of the things he thought about salesmanship are not so.

He finds that selling an article, or any number of articles—and stopping there—never paid and never will pay.

That such sales are not salesmanship.

He finds that real salesmanship is merely another term for the new science of business efficiency applied to the selling end of a business.

That its function is to reduce the time and cost of creating customers.

That in place of the old, piecemeal, unscientific selling methods, it deals directly with the great currents of consuming demand.

That—note this well—it sees to it that this demand is surely and completely supplied.

That in accomplishing sales the selling of an article is only part of the operation.

When the serious investigator of salesmanship has reached this point he begins to see why so many of our so-called salesmen make lamentable failures.

He begins to see that sound salesmanship is one of the most truly conservative influences in modern business.

He begins to see that sound salesmanship is but the ancient and beautiful virtue of common sense applied in a new way.



The new Chinese Chippendale open stock pattern in Royal Worcester china, being shown by Maddock & Miller, Inc.

The Painting of Greek Vases

GREEK vase painting proper may be regarded as beginning with the sixth century B. C., which brought in the Attic black figure ware. The clay was made of an orange red color, fine and smooth, and the figures after being drawn in outline were filled in with black glaze, thus giving the appearance of a number of black silhouettes on a red ground. In order, however, to give some relief certain parts were often picked out with white or purple, such as the flesh of the figure or the ornamentation of the garments. The subjects depicted were almost invariably the old mythological legends, especially the exploits of Hercules. Scenes from daily life are rare. With this development of vase painting the great artists began to sign their names on their work. There are known to be in existence as many as 450 signed vases of which just over 100 are in the British Museum. The inscription generally runs "so and so made it," or "painted it." In most cases no doubt the potter and the artist were the same, but occasionally we have a vase described as made by one person and painted

by another. Some of the chief artists of this period were Xenocles, Nicosthenes, Pamphaios and Amasis.

The fifth century B. C. brought a complete revolution in vase painting, and it is to this period that belong the finest productions of Greek art. The method now employed was to leave the figures in the red clay and fill in the background with the black glaze. Hence this is known as the red figure style. This method gave scope for much freer drawing, and far finer results were thereby achieved. Some of the great masters of this style were Epictetos, Brygos, Hieron and Euphronios. Pamphaios and one or two others practised both the black and red figure styles. Contemporary with the red figure period are what are known as the white Athenian vases, in which the figures are painted in various colors on a white ground. These, though comparatively small, are most attractive looking.

They consist chiefly of lekythoi made for the purpose of offerings at the tombs, and the subjects are nearly always connected with the grave.

The fourth and last period of Greek pottery consists of the late Athenian vases and South Italian imitations, and marks a great decline in vase painting. The drawing and the coloring are comparatively rough and careless, and the subjects selected are chiefly from domestic life, and no longer from the old heroic legends. Much of this work was produced in the Greek towns of Southern Italy, and in addition a large quantity of vases were imported into Italy by the Etruscans, whose art was greatly influenced by that of Greece; and it is because vases were found first in Etruria in large numbers that the name Etruscan was once erroneously given to the whole class.

THE QUESTION OF OFFERING LEADERS

JUST how much is to be gained by the dealer in his efforts to stimulate trade by baiting the public with tempting offers of certain articles of merchandise, from time to time, at a price that means an actual loss to him, or at least without any profit, is a question that can be solved by experience. Possibly the advisability of indulging in that method of trade stimulating may depend much on the store location, or the temperament of the trading community. The store that is disadvantageously located and must exert an unusual influence to attract attention, may, perhaps, find it profitable to offer unusual alluring bargains from time to time, with the knowledge that one profitless sale may be-

get the sale of another article at a profit. But experience has shown that the common practice of offering leaders below the line of store profits is in many cases a dangerous expedient. This comes from inciting an antagonistic strife among competitors, leading to general price cutting, that in the end destroys all means of a good profit. But considering the advantages of location for reaching all the possible customers of any trade center it is doubtful that any general practice of offering low priced leaders is as profitable as the system of obtaining a reasonable profit on all articles. There has been so much abuse of the "unparalleled bargain" business, as practised by many reckless dealers from time to time, that the public has become a bit skeptical and not inclined to seriously view the perpetual bargain store. An intelligent conception of business has been gaining ground with nearly every class of consumers, in recent years, and they realize that every dealer is entitled to a fair profit on the goods he has to offer. And they are commencing to realize that a good article must bring a fair price to give any safe assurance of its quality.

E. Torlotting is the latest of the downtown china and glass dealers to lease uptown quarters, having signed a lease to occupy space in the West Twenty-third Street Building, recently leased by the Shotton and S. Herbert Cut Glass concerns.



An assortment of Colonial design glassware made by the Duncan & Miller Glass Co.

Business letters - How to write them

IF there is any one thing more than another that the average business man neglects, it is his daily correspondence. He slides over it in the hope that his hit or miss policy will never be noticed, and believes, in fact, that the whole matter is scarcely worth more than passing attention. He receives a request for a catalogue and he writes:

July 19, 1913.

John Blank,
800 Main St.

Dear Sir:

In reply to your letter of recent date we beg leave to send you herewith our latest catalogue, and hope that you will favor us with some business in the near future.

Very truly yours,

Now there are half a dozen things wrong with this letter and as many more very weak points. In the first place, why say "In reply?" Any form of answer taking up a discussion of the subject involved is *ipso facto* a "reply." Also, why say "beg?" When a man or a firm asks you specifically for a point of information, or a catalogue, you do not need to "beg" anything. Just answer the questions, or send the catalogue, and you have fulfilled all that is required of you. Then, again, why express "hope" that the receiver of the catalogue will favor you with some business? Is it not implied in that fact that you *issue a catalogue and send it that you are looking for business?* Why not use that space of the letter for something a little more important? Suppose we rearrange our communication in the following manner:

July 19, 1913.

Mr. John Blank,
800 Main St.

Dear Sir:

Your letter of July 20 has just been received, and one of our latest catalogues goes to you by mail tonight.

You will notice on page 24 that we illustrate a particularly attractive ——— in blue and gold which is priced to retail for \$——. This same design and shape is now a popular favorite in your section of the country, and we know it will pay you well to put it in stock at this time.

If you are catering to any particular class of trade, perhaps we, from our varied dealings with firms throughout the country, can aid you materially in selecting the kinds of goods you should have, and we will look upon it as a favor to be able to help you in this way.

Let us know, Mr. Blank, if the catalogue reaches you safely, and in what way, if any, we can assist you.

Yours very truly,

This letter requires but little extra effort to write, and we venture to suggest that in actual results it will far surpass the first short, formal note reproduced. Notice in the first line of the last letter that the date of the original request is given, so that in filing there is no chance for these letters to be associated with other communications from the same firm. The suggestions mentioned in the body of the letter can be deduced from the general knowledge of the company's force, and they show, in a marked way, personal interest in the needs of the party requesting the catalogue. Notice, also, how Mr. Blank's name is brought into the last paragraph. This is one of the most effective ways of lifting a business letter out of that rut into which the "circular" and "form" letter have fallen—it makes a special appeal to the reader in a very personal manner.

Now, a great deal of the effectiveness of a business letter depends upon the way in which it is "dressed." Don't have it wandering all over the paper according to whatever whims the stenographer may have when she types it. Have some particular style and stick to it constantly. Here is one arrangement that is finding considerable favor with many of the largest business firms.

August 2, 1913.

Mr. John Blank,
800 Main St.

Dear Mr. Blank:—You say that our house has been recommended to you as an "office systematizer, with a reputation," and you want us to suggest some form of letter arrangement which you can use on your correspondence.

We do not know what class of trade you cater to, but that hardly makes any difference, for we thoroughly believe that the little house and the big house, and the exclusive house, and the cheap novelty house, should one and all use the best form of letter arrangement that is possible.

How, by the way, do you like our form? We consider it the best there is. The prominence given each paragraph by the "hanging indention" catches the eye and creates interest even before the letter is read.

Double space the paragraphs, but use single spacing in the body, and see to it that all paragraphs are indented the same.

If you don't fancy this arrangement, Mr. Blank, or if it seems too extreme to you, just write us again and we will be very glad to suggest something else for your consideration.

Very sincerely yours,



The Blue Willow Plate

Story of the Blue Willow Plate

THERE are certain things in the world which, like the proverbial Topsy, never had a distinct origin, they just grew, and in this category the Blue Willow Plate takes an important place. It just grew. Or at least its initial birth is so clouded in obscurity that it is about impossible at this late day to place the date of its inception with anything approaching exactness.

The Blue Willow Plate is almost an institution; every one knows it. We saw it or heard about it in our younger days, either in our own homes or in the house of our grandmother. It was kept in the china closet and used only on special occasions, or put above the dining-room plate rail as a decoration. Sometimes it was in a rich, mellow, delft blue and white, and sometimes in heliotrope and white, but always the design was the same—the cluster of “balloons” over the Chinese Pagoda, the two doves, the expansive lake with the little boat on it, the weeping willow and the procession of figures over the arched bridge to the little island beyond.

The willow pattern is Chinese in spirit and in execution, but there is hardly sufficient justi-

fication to assert that it is the original invention of the almond-eyed Celestial himself.

Who, then, fabricated the design?

In 1272 Marco Polo, accompanied by his two cousins and two Dominican Friars, traveled from Venice to the court of Kublai Khan in Chinese Tartary, and after a most wonderful voyage (according to his own version of the matter, for Mr. Polo had an imagination as fertile as the night growing mushroom), reached China. That much history tells us. Now, he was the first European ever to visit the Celestial Kingdom, and while we do not know positively whether he brought back any decorative objects when he returned, we have every reason to imagine that, because of their novelty and evident difference from European goods, he did. Sufficient be it, however, that in the fourteenth century many novelties of decided Chinese form were in use in different parts of Europe. In the sixteenth century Chinese porcelains were introduced into Europe and were largely sought after. From then on the Chinese influence in decorative art was marked.

Now, then, when the Chinese rage was at its height in Europe, English merchants were ac-



A grouping of Blue Willow ware made by the Buffalo Pottery Co.

customed to have their own designs worked up in China and then brought back for the domestic trade. But in going over the original designs the Oriental artists more often than otherwise added touches of their own and altered the general details considerably. For this reason we cannot say definitely just where the design originated, but from an examination of Chinese patterns of a type as nearly similar as possible, we are prone to say that it did not originate in China. If it is the work of a Chinese artist it was made to conform to European ideas, and is Chinese, hence, only in that it was done by such a worker.

There are many stories, of course, about the old Willow Plate. Some say its origin is known to a certainty and that a physician living in China, the first in fact permitted to reside there, brought the design to England many years ago. Others claim that it was included in the great amount of merchandise imported from China and the East by the early East-India Traders. We are inclined to think, however, as we have

stated above, that the history and origin of this charming old pattern is yet to be discovered.

In England there was a time when every pottery, of any note, produced the Blue Willow decoration. Then for a period the craze would die out, only to be revived again for later generations. But the design has always been popular in some section of the country or other.

To-day there are manufacturers, both in England and America, producing Blue Willow Ware, and very good examples they are turning out, too. And the wall paper makers are printing Blue Willow designs, and the fabric houses have put a very acceptable adaptation on the market, and the embroidery workers, and the tile factories, till now, if one be so inclined, he can furnish his dining-room, almost entirely, with Blue Willow decorations and eat to his heart's content in view of the "balloon" trees and Chinese tea houses.

The story depicted in the pattern of the Blue Willow Plate is the old, old story of requited but frustrated love. Briefly, it is this: A



Notice how the "Willow design" is adapted to cups and dishes as well

wealthy Chinese banker lived in the house shown in the centre of the picture. He had a most beautiful daughter, and in the course of events wanted her to marry a renowned tea merchant, even much richer than he himself was. But the beautiful daughter, as girls frequently do, had set her mind and heart on her father's office boy. When the day of the wedding with the tea merchant arrived, the beautiful daughter and the poor but handsome office boy eloped and sailed away to the little island seen in the top left corner of the picture. Unfortunately, the angry father and his servants found them there the next day, but they had already taken a deadly poison and were dead when discovered. The two turtle doves at the top center of the plate represent the spirits of the departed.

HAVILAND & ABBOT CO. MOVE TO NEW QUARTERS

ALTHOUGH they are not officially "at home" at the time of going to press, the Haviland & Abbot Company for the past forty-three years one of the leading houses in the old crockery district, are gradually shifting their business routine to their commodious and handsome new quarters in the Emmet Building, Madison Avenue and Twenty-ninth Street, New York. The trade for the past year or so has shown a strong tendency to locate uptown, and judging from its nearness to the large railroad terminals, hotel district, Hudson tube and Subway lines, the new location is ideally convenient.

The Emmet Building is one of the most modern office and loft buildings erected uptown during the past year. It is equipped with a battery of rapid passenger and two freight elevators, and stands in a residential block, the low surrounding buildings offering no obstacle to a bounteous supply of natural light on all four sides.

The new showrooms are located on the ninth floor and are remarkable in many ways. Directly opposite the elevator entrance is a spacious reception and lounge room handsomely furnished and carpeted in keeping with the rich dark red walls and mahogany paneling, the dominating color scheme. The entire centre of the floor space is given over to a series of six rooms, each connected by gothic arches of mahogany and birch. In the first room the rich dinnerware lines carried are displayed on specially arranged shelves and tables. The other rooms are devoted to displays of medium and

cheap decorated dinnerware; plates, all shapes and sizes; white ware room, containing samples of every article in white; fancy table dishes, separate pieces, etc., are in the fifth room, while the sixth contains sets of every description such as tea, coffee, breakfast, ice cream, etc. All these rooms, in fact, the interior trim of the entire showroom, are done in rich mahogany paneling with mahogany finished birch shelves and case tops. Each room is carpeted with a square rug in harmonizing colors, the whole carrying a tone of quiet refinement.

The open-stock dinnerware sets are displayed along the north or Twenty-ninth Street side of the showroom. Large, two-tier, oblong tables of mahogany as well as the cabinet exterior of the individual display rooms are used for this purpose. Directly off the open-stock section are two large group rooms where samples of everything in hotel, railroad, and club china, as well as their sample line of white ware are shown.

The offices are located along the west or Madison Avenue side, a long corridor leading from the lounge room, connecting them. The private office of Alfred E. Abbot is located on the downtown end of the corridor. Then follows the separate enclosures for the stenographic and sales departments, general and cashier's offices, bookkeeper's enclosure, etc. Mr. Frank P. Abbot's office is at the Twenty-ninth Street end of the corridor.

Of the many special features the most noteworthy is the display window background of the lounge room. Alighting from the elevators the visitor's first view is of two beautiful window displays, which in reality are the interiors of the rich dinnerware and fancy-set rooms, the upper part of the partitions being of heavy plate glass.

A daylight packing room adjoining which is a large fireproof hay bin, are also on the same floor as the displays. In the stock room, a big light and airy room, is an immense assortment of open stock decorations which will enable Haviland & Abbot to supply any G. D. A. patterns required from stock to meet special emergencies. The travellers of the firm also have a separate section where their trunks can be packed without loss of time.

The salesrooms will be formally open to the inspection of the trade on and after January 1, the firm extending a cordial invitation to all to call upon them in their new home.



Thirty-fifth annual banquet, United States Potters' Association, Fort Pitt Hotel, Pittsburgh, Pa., December 3, 1913. For text see page 25.

Potters Hold Annual Convention

FORTY-TWO active members attended the opening session of the thirty-fifth annual convention of the United States Potters' Association at the Fort Pitt Hotel, Pittsburgh, Pa., on Tuesday, December 2. The morning session was devoted to routine matters and the address of welcome by Harry D. Wintringer, of the Steubenville Pottery Co., president of the association. The afternoon session was of a more executive nature and a lengthy report was made by the chairman of the labor committee, W. E. Wells. The report of the Statistics Committee, through its chairman, Joseph Mayer, was also read and adopted.

In his opening address to the convention President Wintringer covered many important matters, such as tariff legislation, labor and production. Regarding the tariff he said, in part:

"Without question the most important and serious matter that we have had to deal with during this past year as an industry is tariff legislation, and as a result of which we have been obliged to submit to a very much reduced rate of protection, notwithstanding our vigorous protest submitted in a convincing way and supplemented even by our employes, who testified of their own volition that the tariff protection given our production went entirely to them in much larger wages than paid for the same class of work abroad, this permitting them to avail themselves to the fullest extent of the advantages that our country so generously affords.

"While it is true that we have not yet had ample time or opportunity to fully measure the damage or loss sustained by the reduced tariff, yet it must surely be a matter of gratification to us all that we have been able during the past decade to so improve our production in quality and decorations that we are better prepared to cope with importations from countries benefited, or, if you prefer, disgraced by cheap labor. This should encourage us to continue and renew our efforts to place our produce on such a high level of perfection to the end that it may not be susceptible of danger from such competition."

The vast value of the pottery production in the United States was shown the Association by the report of the Statistics Committee. Mr. Mayer in presenting the report states that during the year of 1912 \$14,829,431 worth of W.G., S.P. and C.C. ware had been produced, as well as china to the value of \$2,177,305; making a grand total of \$17,006,736. This is an increase of \$582,500 over the production of 1911.

The report also stated that 47 new kilns had been built during year, thirty of these being located at Newell, W. Va. On Wednesday both sessions of the convention were executive and during the afternoon session Vice-President William Burgess spoke on the new tariff.

The annual election of officers resulted as fol-

lows: W. S. George, East Palestine, O., president, William Burgess, Trenton, N. J., first vice-president; Charles F. Gosser, Coshocton, O., second vice-president; T. A. McNichol, East Liverpool, O., third vice-president, and Charles F. Goodwin, East Liverpool, O., secretary and treasurer.

The executive committees will be headed by the following chairmen: Executive, Col. John N. Taylor; Labor, W. E. Wells; Art and Design, T. B. Anderson; Membership, Ambrose Cartwright; Price List, A. G. Dale; Statistics, Joseph Mayer; Machinery, Marc Solon; Kiln and Fuel, H. N. Harker; Transportation, Marcus Aaron; Reception, E. M. Knowles, and Historian, H. D. Wintringer.

The Banquet

The banquet was held in the evening in the Old Dutch Room of the Fort Pitt and was attended by about sixty members and guests. The menu was in keeping with the high standard of excellence set by former banquets and heartily enjoyed by all. President Wintringer called upon W. E. Wells stating that no evening could be passed over without some word from that gentleman. Short addresses were made by Messrs. Taylor, Jaques, Ferguson, Vodrey, Mayer, Morris, Harker and Chambers. The report of the labor committee was one of the interesting papers, Mr. Wells saying in regard to the wage scale agreements:

"During the month of August, anticipating that the passage of the tariff bill would be long deferred, and that the new rates would have a direct bearing upon the provisions of a new wage agreement, our committee submitted a proposition to the N. B. of O. P. that the agreement then in force be extended until a sufficient time after the passage of the tariff bill to afford opportunity for negotiating a new agreement.

"After the final action upon the tariff bill became known, the Labor Committee met a committee of twenty-five representing the Brotherhood at the Hotel Astor, New York City, on October 15. After a debate running through continuous sessions up to and including October 22, an agreement was finally reached which has been embodied in an instrument known as the 'Astor Agreement.'

"The provision that the question may be reopened during the summer of 1914 was inserted at the instance of the Labor Committee. Since the agreement specifies neither a reduction nor advance in wages, your Labor Committee was, and is still, in doubt as to whether our selling prices new conditions may be maintained at a point that will render the payment of the old wage scale possible; but since that is a question that can only be determined by actual experience after the beginning of the year 1914, we felt that it was hardly proper to insist upon a wage reduction based upon a probability, all being entitled to the benefit of the doubt until such a time as selling prices under the new tariff should be adjusted to something like a permanent basis.

A Brief History of Old Glassware

The purity of glass, its adaptability to color, and its remarkable ductility while hot for blowing, twisting or drawing into threads, differentiates it from all other materials and methods of treatment.

Its tradition dates from the remote past, for glass-blowing is represented on the tombs at Thebes, B.C. 2500. It was also used in Egypt for vitreous pastes for bronze and gold cloisonné jewelry, and for the small bottles or Stibium, with chevron patterns, in yellow, turquoise and white on a colored ground. Similar patterns, colors and forms were used by Phoenicia and her colonies, the usual forms being the Alabastra and Amphorae.

Many remains of howls were found in Assyria, one (now in the British Museum) of transparent green glass, having the name of Sargon. B.C. 722.

Greece seems to have imported most of her glass from Phoenicia, but the Romans carried on the tradition, producing fine Mosaic or Millefiori. This was made by fusing rods of white and colored glass together, then drawing it out to fine threads and slicing it transversely; the section is then placed in a mould and a bubble blown, uniting the mosaic, which is then blown into various shapes.

The Romans also used the interlacing of white and colored rods, called Laticinio, but they excelled in the Cameo Glass, of which the Portland vase is the finest known example. This vase is of dark blue glass, covered with white opaque glass, which was ground away with the wheel, leaving the figures in delicate relief. It was found in 1644 in the sarcophagus of Alexander Severus, A.D. 325, the subject of its relief being the myth of Peleus and Thetis.

Another Roman example of cameo glass (in the British Museum) is the Auldjo vase or Oinochoë with beautiful reliefs of vine leaves. Frequently these reliefs were blown or pressed into moulds, and a good example of this treatment is in the South Kensington Museum (6). The tradition then declined until the fourteenth century, when the Venetians in the island of Murano, perfected the art of glass making.

The earliest examples of Venetian Glass were massive, richly gilt and enamelled in colors; one fine example in the British Museum is signed by its maker, "Magister Aldrevandini." In the fifteenth and sixteenth centuries the most delicate and beautiful blown glass was made, often uncolored and with enrichments of knots and wings in blown and shaped blue glass.

The Venetians used with equal skill all the old methods of glassmaking; the Millefiori; the Laticinio or threads of opaque white enclosing pattern; Reticelli, a network of white lines enclosing at the intersections a bubble of air; and the beautiful Vitro di Trina, filigree or lace glass, formed by canes or threads of white or colored glass being placed in a mould, a bubble being then blown in, and the glass afterwards taken from the mould and blown or twisted to the shape required.



The History of Blue Printing

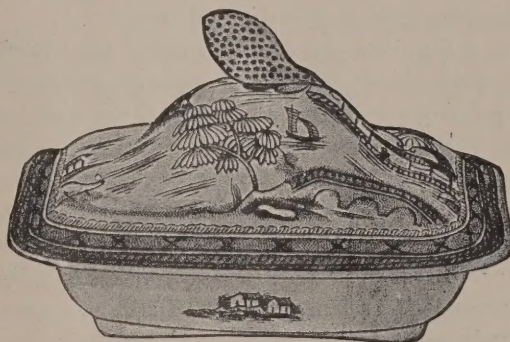
HOW MACHINES TOOK THE WORK AWAY FROM THE ARTISTS, THE RESULTS, AND SOME OF THOSE WHO WON FAME IN THE ART

The following excerpts on the printing of under-glaze blue, taken from the *Staffordshire Pottery and Its History*, by Josiah Wedgwood, will be found of exceptional interest if read in connection with the article on the origin and development of blue willow ware printed elsewhere in this number.

WHEN earthenware or salt glaze was enameled at Hot Lane it required artists to do the work. But the eighteenth century was the age of mechanical invention, and the hand artists were continually being superseded by mechanical processes. Saddler and Green, for instance, invented the method of printing designs on top of the glaze, so that the artists had only to fill in the outline with colors. But there was something hard and crude about the effect of the on-glaze printing, which prevented it ever really competing with the best hand-painted ware. The under-glaze printing, particularly the under-glaze blue printing, was a more difficult competitor for the artist to meet; for the glaze gave a rich soft tone to the coloring matter underneath it, which was partly absorbed in the biscuit ware. And if this blue printing, with which the willow pattern will be always associated, drove out the girl artists from their pleasant work on the pot-banks, yet the new decoration caused an enormous expansion in the demand for cream-colored earthenware. From 1790 onwards, "blue printed" seems to have superseded every other sort of earthenware. It was the first opportunity common folk had had of getting a decorative plate to eat off; and it made the fortunes of the Spodes, the Adames, the Bournes, the Mintons, the Ridgways, and many another master of the good old days. As a mechanical process under-glaze printing was an unqualified success, and in due course of time the artists, too, rediscovered their work in decorating that porcelain which, on the tables of the rich, replaced the now vulgarized earthenware. The last ten years of the eighteenth century were devoted to blue printed, but with the new century came that development of Staffordshire porcelain with which run the names of Spode, Minton, and Davenport.

The first Josiah Spode made no porcelain. He set the fashion in "blue printed," and his blue printed is probably the best of its kind ever made. Born in 1733, Spode was apprenticed to Whieldon, and after leaving him about 1759 he worked for Banks of Stoke. It is said of him that he dearly loved to play the fiddle, and he would go out any evening to play at public-houses for his friends. So that "ready and willing as Spode's fiddle" became a proverb in the Potteries.

In 1770 he leased Banks' works, in the centre of Stoke, and began making printed cream color. This was the old "on-glaze," or "black" printed ware, used to guide the enameLER rather than as a decoration by itself. Cobalt was a cheap print, and the designs were filled in with blue. This was becoming the common ware,



Old Blue Canton dish from the line of Hugh C. Edmiston

and invention was busy to simplify the process. Attempts were made by William Adams, of Co-bridge, and, about 1777, by John Baddeley, of Shelton, to print in blue upon the biscuit ware before the ware was glazed, but without any commercial success. It was Turner, of Worcester, who first found a satisfactory way of transferring an oily-colored pattern from a copper plate to a sheet of transfer paper, and then from the paper to the biscuit ware. He, too, designed the willow pattern, which seems likely to characterize "blue printed" for all time. This was in 1780, and in 1783 Spode got two men from the Caughley china works, near Worcester, and they taught him to print the

(Continued on page 46)

The Value of an Accurate Cost System

HOW IT MAY BE ADJUSTED TO TURN A LOSING BUSINESS INTO A PAYING PROPOSITION,
AND AN OUTLINE OF THE WAY IT WORKS

BY W. E. LANGDON, EFFICIENCY ENGINEER, CERTIFIED PUBLIC ACCOUNTANT.

ON account of the raise in wages of all kinds of labor and competition becoming keener, manufacturers are giving more attention each year to the operating efficiency of their plant and keeping a closer check on their cost of production of their various kinds of products.

Where a manufacturer of glass products is making more than one kind of ware, it is necessary to analyze the cost of production sufficiently in detail, so as to get a separate cost on the various kinds.

The accompanying illustrations show in a simple manner the reasons for such an analysis:

EXPLANATION OF FIGURE A

This exhibit shows conditions to be found in a great many factories, when a proper analysis of the business is made. The net profit for the month of January, 1912, in the case cited was \$2,405.68, or 2.7 per cent. on the net sales.

After factory conditions were examined and sales or shipments analyzed in the manner shown in Figure A, there was a conference with the management and the following policy was decided upon:

Class A is a line that showed a loss, but on which the market price is fixed. After analyzing conditions in the factory and the market for the line, it was decided to discontinue pushing these articles and sell only customers that bought enough profitable goods to make their business desirable.

Class B is a line which showed a loss and it was decided after proper investigation of market conditions to increase the sales price, so that no sales would be made at a loss.

Class C is a line which showed a loss because of insufficient volume of production. It was decided to give more attention to pushing the sales on this line in order to make it possible for the factory to manufacture this line in larger quantities.

Class D is a line which showed a loss on account of manufacturing in small quantities. As a large competitor had such a strong control of the market that the sales could not be increased, it was decided to discontinue manufacturing this line entirely and thus avoid further loss.

Class E is a line which showed a profit. It was decided upon investigation that on account of the reduction in costs that were being made, due to adoption of modern efficiency methods in the factory, it would be possible to reduce the selling price which would stimulate the sales on this line.

Class F represents a line which showed a

loss. It was decided upon investigation that on account of the adoption of modern efficiency methods in the factory this line could be sold at a profit.

Class G is a line which showed a profit. It was decided to push this line more than ever before, through salesmen and direct advertising.

Figure B illustrates conditions one year later, showing the result of the policy that had been adopted the previous year.

Class A sales fell off 76.3 per cent. and the loss was reduced from \$1,690.46 to \$390.38.

Class B sales were reduced 40.7 per cent. and instead of showing a loss of \$375.88 they showed a profit of \$1,557.88 or 10.5 per cent. The gross profit was increased from 7.4 per cent. to 19.8 per cent., due to increasing the selling price.

Class C sales increased from \$172.98 to \$2,564.25 and instead of a loss of \$64.87 it showed a profit of \$376.94 or 14.7 per cent. This profit was caused by increasing the production and obtaining greater efficiency in the factory.

Class D sales were nil, therefore no loss was sustained on this class.

Class E sales were increased 283.7 per cent. and the selling expenses increased 362.4 per cent., due to a campaign of securing new customers. Although the sales only showed 16.6 per cent. profit instead of 23 per cent. profit, the net profit was increased from \$1,251.63 to \$3,466.70, or 177 per cent. The net profit will be more in the future, as it soon will not be necessary to push the campaign for new customers so hard, because the company will then have secured enough business to take the place of the reduction of sales on Classes A and B.

Class F sales were doubled, and instead of the sales showing a loss of \$242.17, the sales show a profit of \$396.28. This improved condition was brought about by more efficient planning of the work through the factory, paying premiums to the employees for increased production and the installing of improved tools and machinery.

MONTHLY PROFIT AND LOSS STATEMENT FOR MONTH OF JANUARY, 1912

Class of Goods	Net Sales	Factory Cost of Sales	Selling Expense	Net Profit	Net Loss	Percentage of Net Profit to Sales	Percentage of Net Loss to Sales
A	45688.04	43860.52	3517.98		1690.46		3.7
B	25058.99	23204.62	2230.25		375.88		1.5
C	172.98	217.78	20.07		64.87		37.5
D	101.69	98.23	23.80		20.34		20.0
E	5441.86	3765.76	424.47	1251.63		23.0	
F	2201.57	2296.23	147.51		242.17		11.0
G	11747.61	7107.31	1092.53	3547.77		30.2	
	90412.74	80550.45	7456.61	4799.40	2393.72	2.7	

Figure "A"

POTTERY AND GLASS

Class G sales increased 142.5 per cent. and the profit was \$6,639.38 instead of \$3,547.77. The selling expense was 19.2 per cent. instead of 9.3 per cent. The selling expenses were higher, yet the selling campaign was a success from the standpoint of increased profits.

Although the sales for all departments were reduced 9.2 per cent. the profits were increased 400.7 per cent. The monthly profits increased from \$2,405.68 or 2.7 per cent. of the net sales to \$12,046.80 or 14.7 per cent. This very desirable change of conditions was due to intelligently using the information secured from the analysis of conditions a year ago as shown by Figure A.

REMARKS

The management had thought that classes of goods

MONTHLY PROFIT AND LOSS STATEMENT FOR MONTH OF JANUARY, 1913							
Class of Goods	Net Sales	Factory Cost of Sales	Selling Expense	Net Profit	Net Loss	Percentage of Net Profit to Sales	Percentage of Net Loss to Sales
A	10844.02	10984.99	249.41		390.38		3.6
B	14837.02	11899.30	1379.84	1557.88		10.5	
C	2564.25	1630.87	556.44	376.94		14.7	
D							
E	20883.72	15453.95	1963.07	3466.70		16.6	
F	4403.14	3711.85	295.01	396.28		9.	
G	28495.22	16384.76	5471.08	6639.38		23.3	
	82027.37	60065.72	9914.85	12437.18	390.38	14.7	

Figure "B"

A and B, which represented 78.2 per cent. of the total sales were those making the company's profit, when the profits were actually being made by other departments on much smaller sales. It was discovered that many articles were costing more than had been estimated. Although the clerks doing the estimating seldom had any errors in their work, the method or principle was in some cases wrong. The method of figuring costs did not dove-tail or interlock with the book-keeping records and as a result serious differences were not discovered.

OVERHEAD EXPENSE OR BURDEN

The overhead expense has been a very difficult problem to handle in figuring the costs of various articles manufactured. Some manufacturers have made serious errors in their costs by an arbitrary method of estimating the "burden." Another common error is to take the total overhead expense for a period and divide it by the number of pounds of ware produced, which would give the overhead cost per pound, or per cwt., then multiply the weight of a dozen or gross of articles by this cost per pound. The error in this method is the cost per dozen or gross of heavy ware is figured too high and the cost per dozen or gross of light ware is figured too low. Almost every glass factory has a different way of figuring the overhead expense and as a result there is a big difference in the figured cost of articles manufactured in two plants where the actual costs were exactly the same. When too much overhead is added

the company in many cases lose the prospective order and when too little overhead is added, the order is secured at a loss when the management is thinking they are getting it at a profit.

In this way serious leaks in profits have gone on year after year without being detected.

The following comparisons illustrate the advantage to be gained by the adoption of an efficient cost system:

PROFITS

Net profits before the adoption of

efficiency methods 2405.68 or 2.7%
 Net profits one year later.....12046.80 or 14.7%
 Increase in net profit per month.. 9641.12 or 400.7%

The main thing a manufacturer should know is his costs, because the manufacturer who knows his costs has an immense advantage over the manufacturer who does not know his costs or is misleading himself by thinking that he does.

An occasional figuring up of the cost of various articles manufactured in order to compare them with the sales prices is a great benefit to the management, but in order to secure the greatest efficiency and the lowest cost of production comparisons should be made periodically.

One of the largest glass manufacturing companies in the country figures up the cost of all the different kinds of articles made every week and compares the cost of each item with the lowest sales price.

The articles that show a loss are investigated to find out whether the trouble is in the factory or that the sales department sold the article at too low a price.

It is needless to say that the company that is following a plan of this kind has an immense advantage over the company that does not.

The manufacturer will find if he checks up on his cost each month or four-weekly period that the advantage gained would be so great that he would not want to go back to the old plan of waiting until the end of the year when an inventory is taken and then only know the net profit and loss for the year.

TEXAS CROCKERY FIRM GOES OUT OF BUSINESS

THE crockery establishment operated for the past thirteen years by Nat. N. Jacob, at the corner of Twenty-first and Postoffice Streets, Galveston, Texas, closed its doors last week after an extensive sale of the stocks of china, glassware, toys and other goods on hand. Mr. Jacob is retiring from the china and glass business in order to devote his time in the future to the real estate business. As soon as the entire stock is sold Mr. Jacob will cut the present store into smaller store quarters and offer them for rent. He expects to take a six months' vacation in Europe.



THIRD
ANNUAL BANQUET
NAT. ASSN. OF CUT GLASS MFRS.
HOTEL IMPERIAL
NOV. 20, 1913.

Cut Glass Manufacturers Hold Third Annual Meeting and Banquet

FROM the standpoint of attendance and interest displayed, the third annual convention of the National Association of Cut Glass Manufacturers, held in New York City, November 19 and 20 last, was about the most successful meeting the association has had. The convention was held at the New Grand Hotel and many trade questions of importance were taken up and debated upon. Following the general routine business of the association the selection of officers and directors for the ensuing years was held and the following elected: President, H. D. Carey; first vice-president, J. E. Marsden; second vice-president C. H. Taylor; treasurer, T. P. Strittmatter; secretary A. L. Blackmer. Directors: Frank Steinman, J. Howard Fry, G. Wm. Sells, W. J. Ford, R. W. Murphy, E. J. Koch, Wm. F. Dorflinger, H. W. Baldwin, O. S. Atterholt, J. D. Robinson, Wm. C. Anderson T. B. Clark.

G. Wm. Sells and Frank Steinman were elected from the Board of Directors to act with the five officers first named, the same constituting the Executive Committee. The new officials have mapped out a very progressive program for 1914.

The convention was brought to a most satisfying ending on the evening of the twentieth, when the manufacturers and their invited friends, to the number of seventy-five, sat down to a glorious banquet at the Hotel Imperial. The diners met in the lobby of the New Grand, and later, led by Secretary A. L. Blackmer and President Carey went over to the Imperial in a body.

The menu was all that could be desired and was enlivened throughout with vocal selections by professional talent. However, the feature of the musical end of the program was the manner in which the manufacturers joined in the chorus and poured forth volumes of good fellowship.

As befits his station in the cut glass field, William F. Dorflinger appeared in the role of toastmaster and in his short crisp manner introduced the speakers: Dr. Richard C. Gibbons, Dr. John B. Atkinson and William H. Benney. President H. D. Carey was the last speaker and spoke of the association, its advantages and possibilities. He stated it was their intention to benefit everyone in the trade who handles cut glass, whether a retailer, wholesaler or manufacturer. The association has grown steadily and he hoped that next year every member whose name was on the roll would attend both the business and social affairs of the organization.

Among the members and guests present were:—Alfred and Howard Wickham, Wickham & Hughs Co.; D. C. Tracey and H. A. Diehl, Geo. Borgfeldt & Co.; Andrew Mitchell, Jr., Pioneer

Cut Glass Co.; E. V. Coleman, F. Reichenbacker, Irving Cut Glass Co.; M. J. Kelly and Frank Steinman, of Kelly & Steinman, Inc.; William F. Dorflinger, of C. Dorflinger & Sons; Homer D. Carey and Chas. A. Weidemann, of the Laurel Cut Glass Co.; W. H. Benney, of the National Association of Manufacturers; H. C. Fry and J. Howard Fry, of the H. C. Fry Glass Co.; J. E. Marsden and L. E. Hall, of the Liberty Cut Glass Works; Oliver S. Atterholt, of the Luzerne Cut Glass Co.; Rev. John R. Atkinson, D. D.; Chas. H. Taylor, William Albert and H. R. Luckcock, of the Jewel Cut Glass Co.; Arthur L. Blackmer, of the Blackmer Cut Glass Co.; Thos. P. Strittmatter, of the Quaker City Cut Glass Co.; James D. Bergen; Alwyn P. Sanger, of The Jeweler's Circular; John J. Ullrich, of POTTERY & GLASS; Richard H. C. Gibbons, M.D.; R. W. Murphy, of the Keystone Cut Glass Co.; Geo. M. Jacques, Crockery Journal; J. Val Bergen; L. C. Dorflinger; G. W. Sell, A. R. Engleman and Wm. D. Finke, of Krantz Smith & Co.; S. R. Henderson, Liberty Cut Glass Works; L. H. Fielding, Fielding-Behrend Stationary Co.; W. E. Corcoran, Empire Cut Glass Co.; E. J. Koch, Koch Cut Glass Co.; Thomas Downs, Jr.; Howard R. Handy, Pottery, Brass & Glass Salesman; Charles H. Israel, Meriden Cut Glass Co.; S. R. Henderson, Jr., T. B. Clarke & Co. Inc.; F. L. Morecroft, Ideal Cut Glass Co.; W. H. Pooley and Richard Kohn, J. D. Bergen Co.; James Stott, Stott Brothers; G. E. Sherman, Fairport Corporation; Marc Lester, Pottery, Glass & Fancy Goods; J. J. Nieland, Edward W. Mayer, Samuel Neuwirth, United Cut Glass Co.; Thomas Skinner, William Skinner & Sons; Charles P. Schuller, Bawo & Dotter, Ltd.; Charles F. Monroe; Charles McMullen, J. Hoare & Co.; J. J. McKanna and Guy Jenkins, McKanna Cut Glass Co.; H. G. Clapperton, Grundy-Clapperton Co.; Wm. C. Anderson, American Cut Glass Co.; James M. Stewart & C. D. Vail, Stewart Cut Glass Co.

Convention Briefs.

Just as the manufacturers were about to convene for the afternoon session on Wednesday, Secretary Blackmer discovered that during the luncheon recess someone had taken all the chairs from the meeting room. He told a porter about it and that dignitary soon rounded up the missing necessities, murmuring "waddyer mean yere lost yer chairs?"

The proudest man present was Val Bergen. Val's pride must weigh about fifteen or twenty pounds by now and is the perfect image of his pa. Around the press table they drank a silent toast to the only grandson of an only grandpa. Val junior was there by proxy if photos count.

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CHRISTMAS AGAIN. Christmas is with us again, and to our readers, one and all, we extend the greetings of this festive yule time season. May the energy, and good will, and benevolence generated in the heart of everyone by that spirit of well being which the time occasions, by association with kindred souls, remain with us not only to the boundries of this particular season, but through the three hundred and sixty-five days of the coming year as well. For after all is said and done, it is the spirit we awaken within ourselves that makes Christmas the joyous time it is, and not some miraculous mysterious influence of the atmosphere or the month. Take it, then, our greeting—Merry Christmas and a Happy New Year.

MORE ABOUT
DESIGN PIRACY.

Our article in the November number of POTTERY AND GLASS on Design Piracy has been commented upon very favorably by the trade.

It was just what was wanted to show that interest in the subject is not localized, or sectional or individual, but general to all our field, and to every other field as well.

The idea in the agitation against design piracy is highly commendable, and if those who are fighting for its fruition can arrive at any concerted, unanimous decision on the matter they will have taken a forward step towards wiping out a trade evil which has never been good even at its best.

But if they are going to allow themselves to slide back into the old condition, within a year or so, there is really nothing to be gained from this temporary agitation.

The Kahn Law has precipitated action on the matter of design piracy, after hanging fire for several years.

The Kahn Law proposes that any European or foreign manufacturer who brings goods into America for show during the Panama Exposition will receive adequate protection for his designs and his styles.

The American manufacturers are extremely upset over this ruling, for, they point out, it may happen that a foreign concern will bring into this country, under the dispensations of the law, some design that has been copied from an American original, and that while this design is on display at the Panama Exposition the rightful American originator will be unable to expose it to view or to offer it for sale.

But there is also the other side of the shield. It may happen that foreign firms will enter for display original designs of their own creation that have been copied here—and if our American manufacturers are contrite of heart in fighting against design piracy, they will welcome the occasion which prevents them from selling the copied goods while (and even after) the originals are on display in this country.

Another thought: If America passes a satisfactory design protection law will the manufacturers automatically discontinue the production of designs they have copied and adapted in the past, or will they date their new regime from the date of the law?

Still again, will America recognize the rights of domestic designers only and transgress against those of the foreign artisan, or will the world entire be given the opportunity to register and receive protection, for original creations the same as our own workers?

There is nothing that has arisen in the trade in a long time more laudable than this righteous agitation against design piracy. It is a concrete manifestation that integrity and probity are not lacking in business. It is an evidence that fair play and commercial candor still hold the reins of American trade. It is a step forward, in development and advance, in modern merchandising, that may well be taken as an object for pride by any nation. May the time come, and shortly, when not only the United States but the entire world will see fit to fight for an ideal so altruistic, so full of good for the general weal, so benignant, as the ideal embodied in the subject under discussion.

HOW WE
FORGET.

Experiments have proved that the average "forgetry" works very fast.

Within 20 minutes we forget 40 per cent. of our present experience; after 30 minutes, 50 per cent.; after 2 days, 72 per cent; after 30 days, 80 per cent.

Practical Science Department

Edited by Prof. Charles F. Binns

A NEW PYROMETER—AN INTERESTING PAPER DISCUSSING THE QUALITIES OF A NEW PYROMETER FOR REGISTERING THE TEMPERATURES OF INCANDESCENT BODIES, FURNACES, METALS, ETC., BY J. W. LOVIBOND.

This article is reprinted from Volume XI. of the Transactions of the English Ceramic Society

(Continued from the November issue)

I HAVE attended many lectures on color work, and the main point upon which the lecturer has appeared to rely in demonstrating the standardizing value of the spectrum is that of the mixture of a band from the orange and a band from the green making a yellow. But it never was a yellow. It was really a light yellowish orange, and a very dingy color indeed. For lecture purposes, it passed all right and received its applause from the audience as the production of a pure yellow, but I am perfectly sure that it would never bear measurement as such. Now the way that that yellow was produced is this: You take a band from between the yellow and orange line—we will say the D line—where you have nine of yellow and eleven of orange, then one from the yellow-green, where you have, say, twelve of yellow and eight of green. Well, twelve and eleven are twenty-three, giving a preponderance of three yellow over any other color ray, and sufficient yellow to tinge the complex beam. To my thinking that is the explanation of the production of yellow in the lecture room. If you extended it further towards the yellow you get a stronger yellow, and I may say that this was really the practice—to open out the slits between the yellow until the desired tint was obtained—because I examined very closely at different times. It did not appear to me to be philosophical, but I was in the minority, anyway. Well, having these six visual sections, and having the power of testing any color by two factors of given value, we are then able to make six charts, which are represented in the diagram as lying in their natural order on the correlated scales, and on one or other of those charts any color can be assigned a position. I think one illustration will be sufficient, seeing that our time is limited. The chart position of the D line, eleven of orange and nine of yellow, is where perpendiculars drawn through these lines meet. If it is a dull color we put the unit value of dulness in numerals at the point of meeting of the two colors. If it is a brighter color than the standards then we have to dull the color by a known quantity, because the brightness of a color is more or less light, and if we cut off a little of the light, impinging we then reduce its degree of brightness and bring it within the range of the measurement of the standard glasses, so that we can say it is so much of orange and so much of yellow, and so many units of light brighter than the

standard glasses. It must never be lost sight of that the tintometrical light unit is physiological, and the scale of luminosities is widely different from the calculated scale of luminosities based on the inverse of squares of distances.

I think this short description of the method must suffice for the present, as the object of the evening is to illustrate the adaptability of this method of dealing with incandescent colors for practical purposes.

Dr. Mellor.—We are very much obliged to Mr. Lovibond for coming such a long distance to give us the results of his study. I consider we are particularly fortunate in having the opportunity of hearing first hand results from one who is researching in this particular subject. Mr. Lovibond has the faculty of looking at his subject from the practical side, and from the practical man's point of view; and I may say that I know a good many who have used his colormeter, and who, so far as I know, have invariably reported favorably, despite what the theoretical man has to say about the spectrum. It is possible that some who object to Mr. Lovibond's scale are men who are not fortunate enough to be able to purge their theoretical ideas by practical work.

There are three questions I wish to ask the lecturer. We have a Wanner's pyrometer in the laboratory in which the action is very similar, and yet different from Mr. Lovibond's. In that pyrometer the red ray from the furnace is picked out by a little prism, similarly also from a standard electric lamp. The two tints are compared, and if one is more intense than the other it is tempered by a polarising prism, and the amount of "tempering" required is calibrated with the temperature. There is a relation between the two, and the apparatus gives exceedingly good results. But there is one difficulty. The standard electric lamp is constantly deteriorating with use, and every now and then has to be standardized. Provision is made for the standardizing the electric lamp quickly by means of an amylacetate lamp. May I ask: (1) What provision has Mr. Lovibond made for that deterioration of the lamp in his apparatus? Of course I recognize that the Wanner instrument is a much more costly one, running, I think, to something like £26. (2) What is the cost of Mr. Lovibond's pyrometer? (3) You will observe on the chart that Mr. Lovibond's has got all the temperatures—the colors of the temperatures, if I may use the expression—resolved into yellow-

orange and black, and in that way he can match any particular color from the furnace. Suppose a muffle be firing copper colors, with the copper volatilizing, this would probably tint the light upon which Mr. Lovibond works. What provision has Mr. Lovibond made for that disturbing effect?

Mr. Lovibond.—There is no provision made for the gradual change in the life of the lamp. I have found it sufficient to limit myself to nine-tenths of the middle of the life of the battery. We have had many opportunities of testing it, and no discrepancy has yet been discovered. The standards are constant, so that we have always something to fall back upon as a base line. I quite recognize, of course, that there must be a variation, but I consider that it is so small within the limits defined as not to be appreciable to the vision. At the same time there would be no difficulty or much additional expense in attaching a regulator.

The pyrometer described by Dr. Mellor is specially interesting to me as dealing with that penetrating red energy, present in most direct lights, and which does not obey the laws of absorption governing the red energy of diffused daylight. It is a feature of this ray, that its presence does not affect color comparisons under ordinary daylight conditions, and only becomes disturbing when the direct sunlight is not sufficiently diffused, or has been reduced too low for reliable color work. An interesting point in this instrument is that in furnace temperatures this red energy has been separated by the prism and utilized.

I cannot answer the question as to the influence of copper fumes on the color of a muffle furnace. Any attempt at answering would require some original work on the furnace itself, which I should like an opportunity of dealing with. As having possibly a remote bearing on this question, I may say that the yellow factor of incandescent coal in steam boilers and open grates were higher than in coal-heated tempering furnaces, whilst the black and orange factors coincided with the yellow variations, making no difference in the temperature readings. Again I must qualify my remarks by saying that, theoretically, there must be a difference, but we are always brought back to this qualification "within the limits of visual discrimination," the theoretical point being that every change of color is evidence of physical change. The practical point is, that our vision has limitations for perceiving small differences.

With regard to the cost of the instrument, this will be five guineas. I have brought it down to that, as intimated when here last. That price will include one standard, and the additional standards, which are really the expensive part, will be 9 each extra if more should be required. Of course I quite realize that if you want the whole range of colors it makes the instrument an expensive one. But for working up to a given temperature, for a given purpose, then

one standard is sufficient, although two are better, one a degree above and the other a degree below the point required, as being more decisive of accuracy to a single degree.

Mr. J. P. Holdcroft.—I have followed the lecture with much interest, but there is one point on which I am not quite clear. It is, of course, a long time since I learned anything about the spectrum, but I always understood that there were seven colors, and I notice that Mr. Lovibond has omitted the indigo between the violet and the blue. I should like to ask if I am hopelessly out of date, or what is the matter?

Mr. Lovibond.—Regarding Mr. Holdcroft's question as to indigo being a simple color, it is a Newtonian theory, arising out of the early spectrum experiments, and is now generally abandoned, although still taught in some educational establishments. This is a fair instance of the long "handbook" life of a theory displaced in a progressive science.

The colors in the division allotted to theoretical indigo are all complete mixtures of the overlapping red and violet rays varying in proportion according to their spectrum position. The standards I supply to indigo manufacturers vary more widely than this, some being even red-violet mixtures belonging to a division not represented in a spectrum, but finding positions in the tintometrical red-violet chart. It was pointed out by me in a paper read before the Society of Dyers and Colorists, that these red-violet mixtures, "not found in the spectrum" really constitute one-sixth of all distinguishable color.

GOVERNMENT TO TEST FRENCH CHINA VALUATIONS

A LONG-STANDING dispute between the Government and the importers of Limoges china came up again recently when United States District Attorney Marshall filed preliminary papers in the Federal District Court against ten different importers. The point at issue is the value which should be placed on Limoges china importations. The importers say it should be the Limoges or factory price, but the Government asserts that it should be the market price at the time of export prevailing in Paris.

The Government seeks penalties for the undervaluation of imports amounting to \$4,592,150, which would be payable by these firms: Haviland & Co., \$1,303,132; Theodore Haviland & Co., \$1,220,849; William Guerin & Co., \$367,534; Vogt & Dose, \$198,174; Henry Creange, \$142,806; Bawo & Dotter, \$169,555; G. D. A. Porcelains, \$557,605; Alfred G. Moment, agent of Porcelain Limouse, \$129,958; L. D. Bloch & Co., Inc., \$12,888, and L. D. Bloch & Co., \$23,649.

The importers rely on an opinion rendered by Judge Martin in 1909, and assert that they have abundant justification in the law and the way the courts have always construed it to enter their merchandise at the factory price, and not at the so-called Paris price.



Business and Personal Items About Prominent People in the Different Branches of the Trade

THE annual banquet of the Pottery, Glass & Brass Salesman's Association will be held at the Hotel Astor, Forty-fourth Street and Broadway, New York City, on February 9. The committee in charge of the dinner are: Henry Endemann, chairman; William S. Pitcairn, Harry S. Mirrielees, John Nixon and Arthur A. Bean.

Two more importers long established in the old crockery district have signed leases for uptown quarters and will move some time prior to April next. Edward Boote, now at 46 West Broadway, and E. R. Theiler, of 66 Park Place, both have signed five-year optional leases for space in the building on West Twenty-third Street, near Broadway, recently taken over by the Shotton and S. Herbert Cut Glass Companies. The building is being entirely remodeled and will be devoted exclusively to the china and glass trade.

In order to get as large an attendance as possible, the annual banquet of the Western Glass & Pottery Association has been set for the evening of January 8 at the Fort Pitt Hotel, Pittsburgh, Pa. This is during the annual glass display. The committee in charge expects to have a number of distinguished speakers for the occasion. Over three hundred attended the banquet last year.

Edwin M. Knowles, of the E. M. Knowles China Company, Newell, W. Va., has been touring the Pacific Coast trade in company with his Western representative, Mr. Davis. He made a similar trip last season.

H. L. Weber, formerly connected with the sales department of the Millersburg Glass Company, has joined the force of the Taretum Glass Company, with headquarters at the factory.

Herman Kashins, for some time connected with the Louis Leviene Cut Glass Company, New York, is now representing Stage Bros., Lawrenceville, Pa., on the road. He is making his headquarters at the factory.

J. H. Venon, the New York importer, is expected back from his trip abroad in time for Christmas.

This was Mr. Venon's second visit to his factories this year.

The Paul Richter Company, of Maywood, Ill., have been incorporated with a capital stock of \$25,000 to manufacture and deal in cut glass, pottery, etc. The directors are Paul Richter, A. E. Winterroth and Henry Bucholtz.

The annual banquet of the Western Glass and Pottery Association will be held in the English room of the Fort Pitt Hotel on the evening of January 8th. The annual meeting will take place in the same hotel the following evening. Quite a number of new members have been enrolled during the past year; a new constitution and by-laws have been drafted, and will be submitted to a referendum vote. Marion G. Bryce, president of the United States Glass Company, has consented to the use of his name in connection with the presidency and there will be no opposition to his nomination, it being the desire of the present incumbent, H. L. Dixon, to retire.

W. H. Barkalow, of Lima, O., a former proprietor of Noah's Ark store of Finlay, O., has taken a position as manager of the crockery department of William Barie Dry Goods Company store of Saginaw, Mich. Mr. Barkalow, during his residence in Lima, was manager and buyer for the Hawisher-English Company. He took charge of his new duties early in November.

Theodore Reuss, sixty-one years old, a member of the firm of Ebeling & Reuss, china importers, located at 506 Cuthbert Street, Philadelphia, Pa., died suddenly November 25. Mr. Reuss was born in Germany. He went to Philadelphia more than forty-five years ago. Soon after his arrival there he became interested in the importing of china and continued in that business more than thirty-five years.

Frank G. Bryce, of Bryce Bros., Mt. Pleasant, Pa., was a Bermuda tourist last month, mixing business with pleasure on the British Islands.

Samuel P. Kenny, in charge of the Chicago office of the Cambridge Glass Company, resigned his position recently and has again signed with the Economy Tum-

POTTERY AND GLASS

bler Company, Morgantown, W. Va. Kenny had not been in the best of health since residing in Chicago.

Charles H. Clark is now buyer for the Holland Dry Goods Company, Bridgeport, Conn. He was formerly with a New Orleans, La., store.

S. E. Price, formerly buyer of china and glass for Bailey's Store, Boston, is now with Gimbel Brothers, Milwaukee.

C. B. Joseph, sales manager of the Nathan-Dohrman Co., San Francisco, Cal., has engaged Jack Quinn, formerly with the Anglo-American Importing Co., as his assistant.

A. H. Ledden, New York representative of the Buffalo Pottery, has been spending the past few days as the guest of L. H. Bowen, at the pottery.

E. de F. Curtis, lessee of the Van Briggles Pottery, Colorado Springs, Colo., spent some time during the early part of this month in New York seeking an outlet for their line of high class art pottery.

Oscar Burkitt, formerly in charge of the china and glass department at the old Twenty-third Street Store of James McCreery & Co., New York, has been made second assistant to Frederick E. Bermas, at the Thirty-fourth Street Store, where the interests of the McCreery Company are now confined.

Thomas E. Dugan, who for some time has been in charge of the New York office of the Cambridge Glass Co., has tendered his resignation to take effect January 1. He was formerly with the Dugan Glass Company.

William P. Graham, of Graham & Zenger, returned from his hurried trip abroad last week. Mr. Graham was abroad about a month.

Charles H. Taylor, who recently assumed the management of the New York office of the S. A. Weller Pottery Co., Zanesville, O., has announced that after January 1st both the S. A. Weller Pottery and Jewel Cut Glass Company's samples will be displayed in new quarters in the Fifth Avenue Building, Fifth Avenue, Broadway and Twenty-third Street, New York. The new showrooms will be in room 208 on the same floor with Bradley & Hubbard, Manning, Bowman & Co. and the Handel Co. Mahogany fixtures will be installed throughout the showroom which will afford a larger showing in both lines than heretofore.

D. King Irwin, for some time past in charge of the New York office of the United States Glass Company, will succeed Thomas Dugan in charge of the New York office of the Cambridge Glass Company.

Among the Trade

IN addition to his large line of potters' dressing irons, sagger clay cutters, dressers, punches, and other potters' tools, I. R. Harvey, Beaver Falls, Pa., is now manufacturing a bricklayers' hammer for use around

the kilns. The Harvey tools are of the best grade, and he is prepared to meet any lower prices, that may be asked for first class tools.

* * *

In the *Keramic Studio*, a monthly magazine devoted to the interests of the china decorator, will be found a valuable avenue to reach the art schools, art shops, and private decorators. The magazine is profusely illustrated each month and new decorative treatments in both half tone and line engraving by the leading artists, and goes to nearly every one, private and dealer, interested in white china and colors.

* * *

A number of new tableware patterns will be shown at the Pittsburgh, Pa., glass show next month by the Indiana Glass Company, of Dunkirk, Ind., that will undoubtedly attract the attention of visiting buyers. They will also show six recently patented Easley reamers that should sell wherever shown. All are sanitary, strong and durable and quickly extract all juice, separating the juices from the seeds and pulp. Made in sizes suitable for fruits of all kinds. The patents covering these reamers are now owned by the Indiana Glass Co., who will vigorously prosecute all infringements. If unable to see their display in room 639, Fort Pitt Hotel, Pittsburgh, Pa., in January, write for prices and illustrations.

* * *

The product of the Knowles, Taylor & Knowles potteries is one of the domestic semi-vitreous porcelain lines that is known throughout the pottery trade as a quality line. The new line is unexcelled for decorations on both the dinner ware and toilet ware. A particularly strong feature of K. T. & K. hotel ware is the thick and welded edge, capable of withstanding constant use for a long period.

* * *

The wide publicity of their trade mark "Libbey," which is etched on every piece of cut glass turned out by the Libbey Glass Co., Toledo, Ohio, is now one of the strongest selling points of this line. "Libbey" on cut glass has the same distinguishing feature that "Sterling" has on silver—it stands for the best quality of material, perfection of design and exquisite workmanship. The Libbey Glass Co. has an old established reputation to maintain, consequently its wares draw the best trade.

* * *

Throughout the month of January the Lancaster Glass Company, of Lancaster, Ohio, will hold a large display at the Fort Pitt Hotel, Pittsburgh, Pa., for the benefit of the visiting glass buyers. They have added many new items to their various lines and will exhibit a complete assortment of tableware, lamps, tumblers and decorated ware.



Among the Glass Houses

A page of items pertaining to the glass industry gathered among the various glass houses.

PITTSBURGH, PA.—Reservations for display space at the various local hotels, and principally Fort Pitt Hotel, continue to come in for the January glass manufacturers' display. From present indications this season's exhibition of both manufacturers of glass works and those operating cutting shops will be as large as last year. Many pottery firms will also maintain exhibits at the Fort Pitt Hotel, fourteen having made application up to the first of the month. Those of the glass manufacturers who engaged rooms early in the month are: Diamond Glass Co., Indiana, Pa.; Luzerne Glass Co., Pittston, Pa.; Central Glass Works, Wheeling, W. Va.; Indiana Glass Company, Dunkirk, Ind.; Quaker City Cut Glass Co., Phila., Pa.; Emil F. Kupfer, Inc., Brooklyn, N. Y.; A. H. Heisey & Co., Newark, O.; Phoenix Glass Co., Monaca and Washington, Pa.; McKee Glass Co., Jeannette, Pa.; Cambridge Glass Co., Cambridge and Byesville, O.; Bryce Bros., Mt. Pleasant, Pa.; Diamond Glass Co., Lancaster, O.; Westmoreland Specialty Co., Grapeville, Pa.; New Martinsville Glass & Manufacturing Co., New Martinsville, W. Va.; H. Northwood Co., Wheeling, W. Va.; Duncan & Miller Glass Co., Washington, Pa.; D. C. Jenkins Glass Co., Kokomo, Ind.; Co-Operative Flint Glass Co., Beaver Falls, Pa.; Economy Tumbler Co., Morgantown, W. Va.; Star Glass Co., Star City, W. Va.; Levine Cut Glass Co., Jeannette, Pa.; Quaker City Cut Glass Co., Philadelphia,

Pa.; Diedrick Glass Co., Rochester, Pa.; S. Herbert Cut Glass Co., New York; Sterling Glass Co., Cincinnati, O.; and Hunt Glass Co.

* * *

Connellsville, Pa.—The general business offices of Ripley & Company heretofore maintained in the House Building, Pittsburgh, are now located at the factory here. The sample lines, however, will be continued there as in the past.

* * *

Catskill, N. Y.—Business at the new plant of the Nelson Cut Glass Company here has been brisk of late and the company contemplates increasing their force and capacity about the first of the new year.

* * *

Scranton, Pa.—L. T. Hughes, formerly of the firm of Wickham-Hughes, has leased the building formerly occupied by Kohler's Cut Glass company, corner Ash Street and Capouse Avenue. Mr. Hughes is well known, being a lifelong resident of Scranton and having several years' experience in the cut glass business, also selling on the road. Everything in the line of cut glass is manufactured at the plant.

* * *

Clearfield, Pa.—The local cut glass business of Emil F. Kupfer of Brooklyn, N. Y., has been incorporated under the laws of the State of New York with a capital of \$5,000. The Brooklyn headquarters of the concern are at 239 Greenpoint Avenue.

* * *

Pittsburgh, Pa.—Action was entered in the United States Court for the Northern District of West Virginia by the Macbeth-Evans Glass Co., of this city, against the Gill Brothers Co., of Steubenville, Ohio, in which the plaintiffs seek to restrain the defendants from making a glass similar to "Alba" glass, manufactured by the local company. This action is similar to that of the Macbeth-Evans Co. against The Jefferson Glass Co., of Follansbee, W. Va., which has been restrained from using the formula in dispute, or trafficking in goods manufactured with its use.

TO INVESTIGATE NIGHT WORKING CONDITIONS.

A SURVEY of the glass industry is to be made by the Ohio state industrial commission with a view to determine the condition under which minors, who work at night are employed. Two state factory inspectors will make the survey and have been furnished a list of instructions by the commission. Recently a number of glass manufacturers met at Columbus, Ohio, and entered a protest against that section of the law which prohibits the employment of boys under eighteen years of age for night work in glass factories. The manufacturers want the law changed to sixteen years and the industrial commission immediately arranged for an investigation.

News from the Potteries

EAST LIVERPOOL, OHIO.—According to C. L. Gray, sales manager of the Colonial Pottery Co., that concern has made its last kiln of sanitary ware, a small line of which has been made by the pottery for the past few months. In the future they will concentrate on general tableware, featuring a line of plain white goods in addition to their decorated line. It was found that the two lines of manufacture in one plant conflicted, so the sanitary end of the business has been dropped.

* * *

Newell, W. Va.—Within a month it is expected that at least 1,200 men will be at work in the new pottery plants here, operations such as claymaking, moulding, etc., having been started last month. Both the Homer Laughlin China Company and the Edwin M. Knowles China Company expect to have their plants in full operation by January 1 in every department. The two new potteries are identical in design and adjoin each other, located directly opposite the Homer Laughlin thirty kiln plant, this company now operating seventy-eight kilns and is the largest in the world. There are fourteen kilns in the new Knowles plant, which brings their kiln capacity to twenty-one, adding the seven now in operation at Chester. The new factories are the best lighted and ventilated manufacturing plants in the country and no expense has been spared in their construction. All departments have been carefully arranged so as to afford even greater convenience than most plants have. Both potteries are one story structures, but spread out over a great amount of property. Concrete floors are used throughout, which can be readily washed down, doing away with the former dust menace found in all potteries. It is said that at least seven million bricks were used in the plants, not including the fire brick used in lining the kilns. Harry Bailey, of East Liverpool, is general superintendent of the new Homer Laughlin plant, while Thomas B. Anderson is general superintendent of the E. M. Knowles potteries.

* * *

Coshocton, O.—A shortage of gas may cause the Pope-Gosser China Company to revert to the use of coal for kiln firing. In the East Liverpool, Ohio, district, the gas producing companies have increased the price of gas to manufacturers, although based upon a sliding scale, is the heaviest ever paid for this fuel. It is openly asserted that should another advance in gas take place, the manufacturers will be forced to revert to the use of coal. The Trenle China Com-

pany is now using coal exclusively for kiln firing, and claims to be saving considerable money on its kilns, over the firing with gas at current prices.

* * *

Ironton, O.—Electric power will hereafter be used by the Ransbottom Bros. in the operation of all their stoneware potteries. The concern is the only one in that line using such power in the Zanesville, O., territory. The power is to be obtained from an interurban railway system and the pottery company will erect a central station plant occupying a site three hundred by seventy feet.

* * *

Grafton, W. Va.—Plans are being completed by Cassius Metsch, of East Liverpool, O., for the erection of a pottery here, which will be operated under the management of A. O. C. Ahrendts, of the Consolidated Supply Company of Chester, W. Va., and S. B. Davis, a pottery salesman of Chicago. The citizens of Grafton raised a bonus of \$37,500 for the new plant. Construction is expected to be started before the end of the year. George R. Ahrendts, for several years cashier of the First National Bank at Chester, W. Va., has been elected secretary-treasurer of the manufacturing company. The clay shop and kilnsheds will be one story high and the warehouse and decorating department two stories. There will be seven kilns, four biscuit and three glost, of modern dimensions. Gas for fuel purposes is to be furnished the company at the low rate of six cents per thousand feet, which is about one-half the rate charged East Liverpool manufacturers. It is hoped to be making ware in the new plant by April 1, 1914.

* * *

Alliance, O.—The E. H. Sebring pottery is having the paraphernalia for the making of sanitary ware removed from their plant, and it is stated this will be installed in the Saxon China plant, where provisions have been made for this purpose. The E. H. Sebring plant will put in an additional number of jiggers in place of the sanitary machinery.

* * *

Wheeling, W. Va.—That Wheeling will in the near future have a new pottery is the general opinion of all who have been keeping tab on the project. It is said that the new pottery will be located in the plant of the old Wheeling Pottery Company at Thirty-first and Chapline Streets. Local and outside capital is said to be interested in the new industry, which will employ several hundred people, it is claimed.

In the New York Market

A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

THE call for period interior decorations throughout the country has no doubt been responsible for the appearance on the market of some very interesting dinnerware patterns along period lines. A line of ware of this nature is now being shown with the advance display of Royal Worcester porcelain at the salesrooms of Maddock & Miller, Inc. It is called the "Chinese Chippendale" pattern and carries many of the decorative characteristics of the Chippendale style of design. The plates are square with rounded corners and are decorated in a black outline, filled in with red and blue-green enamels. The decoration consists of a Chinese motif, including figures, trees and a distant mountain, the later in a pale blue tint, all showing up well on a white ground. The teapot, creamer and large dishes are also in quaint shapes. This line is carried in open stock, which, by the way, is now a special feature with Royal Worcester ware. They have at present seven new open stock patterns in dinner ware as well as in rich service plates, teas, after dinner coffees, etc.

In the gold incrustated ware they have greatly increased their line and are showing a wider assortment of these valuable pieces than ever. Several new colorings are used that are bound to bring forth admiration from the trade. In this ware also the trend to classical and period designs is shown, many of the plates being adaptations of Adam designs. The hanging flower basket of Louis XVI period also appears in a very pleasing adaptation.

However, the best in Royal Worcester are the beautiful hand painted pieces executed by artists who compare favorably with the old masters of ceramic decoration. The marine views are indeed remarkable, portraying as well as ever done on canvas the dashing waves, gulls and vegetable life adjacent to the ocean. Others that should be seen to be appreciated are "Windsor Castle," the "Italian Garden" and the Old Worcester floral border, the latter one of the earliest

This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

decorations used at the Royal Worcester Works. Mr. Warren, who looks after the Royal Worcester end of the business for Maddock & Miller, states that they will be able to make a complete display of all their new samples on Monday, January 5.

* * *

The return to popularity of the glass table centre has resulted in many beautiful creations in table sets being brought out. In the better class of glassware the Theresienthal line displayed at the salesrooms of Graham & Zenger, Inc., offers the china and glass buyer an excellent selection. They are shown in a number of shapes, one of the most attractive being a footed vase, the foot in incrustated gold with a similar



Five piece table centre vase set of Theresienthal incrustated glassware—shown by Graham & Zenger, Inc.

gold decoration around the flaring edge. Others are cylinder in shape with incrustated gold decorations; a four sided vase also decorated with gold, and the dainty little flower basket of Louis XVI time. The Theresienthal line of fine glassware has been materially increased during the past year and the 1914 selection offers a wide range for selection of shapes and styles.

* * *

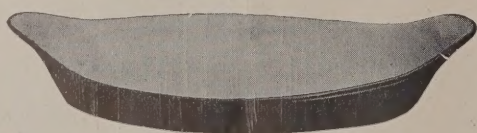
The constantly increasing sales of plain glass table-

POTTERY AND GLASS

ware shows the general tendency of the modern housewife toward the harmonious setting of the table. Manufacturers have anticipated this increase in popularity and to-day we find table glassware of every conceivable shape and style on the market. One of the leading lines in this respect is that of the Duncan & Miller Glass Co., whose product, especially in the Colonial designs, meets every requirement for correct table service. Large, clear crystal salad bowls, berry dishes, stemware and sherbets when filled add an especially attractive combination of color to the table that surely stimulates the appetite. They have added some clever sanitary items during the past year, of which the No. 83 syrup is worthy of mention. The jug itself is of the purest crystal and has fitted to it a metal top which can be quickly detached, leaving the jug free from all metal parts when washing or refilling. This syrup comes in three sizes, five, eight and twelve ounces. The full line is shown in the local market at the salesrooms of Paul Joseph, on Park Place.

* * *

While there are many cooking ware lines on the market, what woman would think of a casserole or other serving dish without associating the word "Guernsey" with it? Very few; all of which is due to the fact that fifteen million consumers see the familiar trade-mark of the Guernsey Earthenware Company in the leading periodicals each month. The nation-wide advertising campaign of this company has created a demand for the ware in every section of the country with a result that dealers everywhere are making many turn-overs of their cooking ware stock throughout the year. This, as every merchant knows, is where the profits are found, for once a "Guernsey" buyer no woman will be content until she has a full assortment, with the result that re-orders are being



The rare rabbit dish, a favorite "Guernsey" product

constantly made. The complete line of this popular earthenware is shown in the local market by Bates & Ledden, 65 West Broadway, and consists of dishes for every conceivable cooking and serving purpose. Merchants in purchasing "Guernsey" are sure of a strong seller the year round, and those in the know are constantly featuring the "Guernsey" trade-mark in their displays and advertising, as a supplement to the country-wide campaign of the manufacturers.

* * *

One of the most complete assortments of fancy china novelties shown in the New York market in some time is on display at the Fifth Avenue salesrooms of B. Tomby, the ware being a new line, in fact, the first of its kind to be made by a Continental pottery, from the

Reinhold Schlegelmilch factory. The line since its introduction in both the American and Canadian markets has sold beyond expectations. On the regular line



Teapot from the interesting line of Old Canton ware—shown by Hugh C. Edmiston

prices have been materially reduced and they have also made some radical changes in both shapes and decorations, making them adaptable in every way for the American market. In the novelty line they have over three hundred new items, the range of decorations running up to fifty. The line is one well calculated to meet with instant popularity and can be profitably retailed at twenty-five and fifty cents and one dollar. Mayonnaise sets, nut sets, condiment sets, as well as a large assortment of small articles all decorated in the beautiful Schlegelmilch floral and conventional designs. They are also showing a strong line of white china to which they have added a number of new shapes.

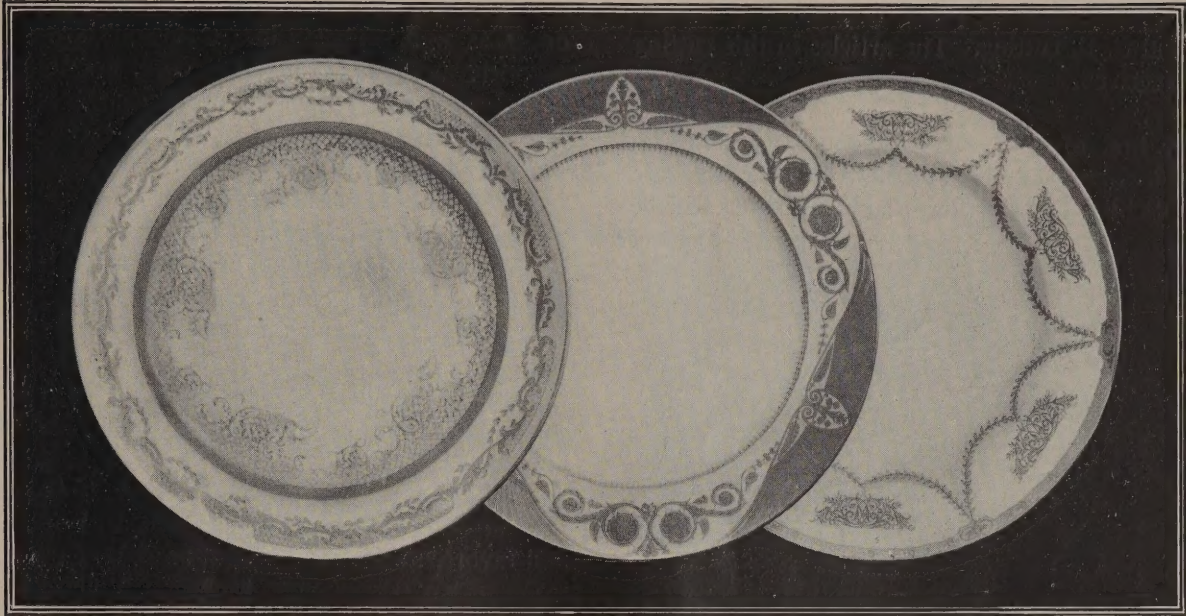
* * *

The most popular pattern found in the immense line of cut glass shown at the Warren Street showrooms of the Niagara Cut Glass Company, is unquestionably the "Atlantic" design. It is made in over fifty shapes and sizes and is the best re-order pattern they have as yet brought out. It is a beautiful floral in combination with a sharply cut chair bottom design, not the cheap C. B. ordinarily seen on the market. Some of the articles in the line that have attracted particular attention are a nine and a half square fruit bowl, a round-footed fern, and the eight and nine-inch cabaret. Popular prices in the full meaning of the word prevail. In addition to the "Atlantic" pattern, C. B. & J. Warner, the New York representatives, are carrying a wide assortment of cuttings, as well as one of the largest stocks for immediate shipment in the city.

* * *

The feature of the 1914 showing at the salesrooms of J. H. Venon, 104 Fifth Avenue, is the collection of the new Pate Tendré body from the Martin factory, Limoges. Beautiful enamel and gold decorations are characteristic of the line that will surely be a sensation in French China. In addition Mr. Venon is showing an entirely new collection of open stock patterns in Martin china. He is also introducing a new line this season, the Krautheim china factory, Self, Bavaria.

POTTERY AND GLASS



Three exquisite service plates with encrusted gold decorations. From the line of French china shown by Vogt & Dose

having just been built to produce a superior grade of Bavarian china with original designs. In the glassware end of the business there are many new decorations in etchings, gold decorations and rock crystal on stemware. The Kosta crystal line also includes such novelties as iced tea sets, footed compots, vases, bowls, etc. As usual the Reijmyre glass line is replete with new etchings and in popular priced goods. Taken altogether the showing is a most comprehensive one, well balanced in every line.

* * *

Over twenty new open stock dinnerware patterns in French china have been added to the line of Vogt & Dose, 65 Barclay Street. The decorations and shapes throughout the line are entirely original and should be seen to be appreciated. As is usually the case with this house they are carrying an extensive line of fancy china in sets and novelty pieces as well as an increased assortment of rich incrustated gold service plates. The complete sample line will be ready early in January.

* * *

Those three popular lines, Deldare, Blue Vienna and Blue Willow ware, are known throughout the country as the product of the Buffalo Pottery. Each is distinctive, and with its underglaze decoration will remain so. The design cannot wear off and always looks clean and new regardless of hard service. The Buffalo Pottery makes a specialty of underglaze decorations, believing it is the only way to properly decorate crockery. That their ware has withstood the hardest test of all, time, is ample proof that the belief is not unwarranted. In addition to the above lines they have a wide assortment of dinnerware patterns in border and spray de-

signs, that has been a strong seller during the past year, the New York office, especially, having done remarkably well with dinnerware. Toilet ware and specialties are also made in wide range of styles. The full line is shown in New York by A. H. Ledden, 65 West Broadway.

* * *

The assortment of ruby, and ruby and gold, glassware in both tableware and souvenir assortments from the factory of the Oriental Glass Co., Pittsburgh, Pa., shown at the salesrooms of Paul Joseph, 86 Park Place, is being augmented from time to time with new items. This line has enjoyed wide popularity among the summer and winter resort dealers in the past, and with the new items being added continually should prove more adaptable for their trade than ever. The Oriental Glass Company will make a special display of their product during the coming January show and dealers visiting Pittsburgh should not fail to visit the factory, reached via the Carson Street car to Eighth Street.

* * *

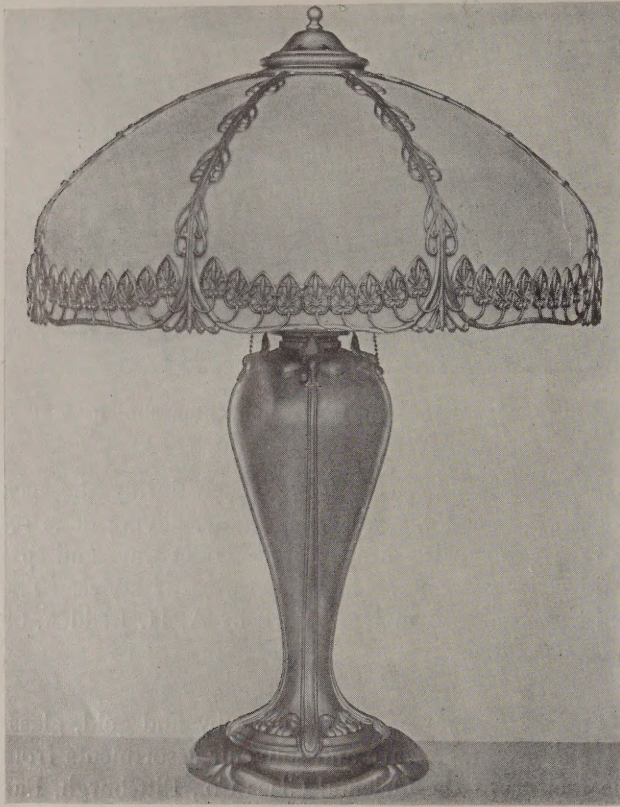
E. L. Bates, the local representative of John N. Illig, Corning, New York, has recently placed on display a number of new pieces in copper wheel engraved goods that are exceptionally fine examples of the glass cutters art. The bright finish characteristic of all the better grade of imported rock crystal is applied to all the new pieces, of which a goblet in dainty floral design is particularly noteworthy. An oyster plate with a delicate engraved sea-grass decoration and footed cocktail glasses to match, has taken well with the better class of trade, especially in the large New York shops. The line will be enlarged shortly by the

POTTERY AND GLASS

addition of a number of pieces in a combination engraved and C. B. cutting. The articles in this cutting already received.

* * *

By the first of the year all the new creations in Ahrenfeldt china, as well as the new pieces in art ware from V. Schierholz'sche Porzellanmanufaktur will be



Overlaid art glass shade showing the "Pompeian" design; made by the Charles Parker Company; Old brass finish.

ready for the inspection of the trade at the salesrooms of Herman C. Kupper, 50-54 Murray Street. Mr. Kupper just recently returned from the factories and states that the new line contains a beautiful assortment of art china in original shapes and decorations, while the dinnerware line is excelled by none from the Limoges china district. Moderate prices prevail and prompt shipments can be made.

* * *

Forty-two new items are included in the new line of pottery that the Brush-McCoy Pottery Co., Zanesville, Ohio, are sending to their New York representatives, Cox & Lafferty. They are now showing about the most complete line of art and glazed jardiniers, pedestals, umbrella stands, etc., utility ware and specialties on the market, and have augmented this showing with some excellent designs in the "Navarre" faience ware, as well as an assortment of vases that will meet with instant popularity. The Brush-McCoy Company, with their two large potteries and immense capacity and variety of lines manufactured, make a specialty of combination shipments, but at the same

time pay careful attention to each detail of the small order as well. The "Lines that Sell" are shown in complete assortments in New York, but if unable to visit the market, New York or Pittsburgh in January, write the factory for their illustrated catalogue showing the goods in color. Owing to the increased cost of labor and material there will be an advance in prices the coming season. The ware, however, will be of a better quality than ever before. The full line will also be shown at the Fort Pitt Hotel, room 726, Pittsburgh, Pa., during the January exhibition.

* * *

Leonard Rouquart, 37-39 Murray Street, is showing a large line of importations in French, German and Swedish china in original decorations and shapes for the 1914 trade. All lines are well balanced and contain many pleasing designs that will undoubtedly find favor with the retail trade throughout the country.

* * *

When your customers want special order work executed on short notice, retailers, no matter where located, will find that the Folgel Decorating Works, West Eighteenth Street, New York, can offer them every facility for rush work. A fine line of English, French and Bavarian china is always in stock, as well as open stock patterns of glassware. They specialize on gold acid etched borders, monograms and special designs, and are decorators for the trade exclusively.

* * *

An exceptionally strong line of fine art pottery will be placed on the American market about the first of the year by the European Textile Company, Fourth Avenue, a firm which makes a specialty of modern Austrian and German textiles. The new pottery line is the work of the best artists and ceramic sculpturers of Germany and for the time being will consist of such articles as tall jugs, vases, bowls with running glazes, beer mugs and dishes. The ware is after designs of Paul Wynand, Ludwig Hohlween and other artists of note abroad. In addition to this they have taken the representation for a foreign house specializing in artificially tinted marble ceiling dishes and inverted domes for semi-indirect illumination. Buyers in the market during January should inspect their display.

* * *

The McNichol-Corns Co., Wellsville, O., manufacturers of high grade semi-porcelain and ironstone china, call particular attention to their special sets in a full page colored insert in this issue. The lemonade set is of exceptional good quality, entirely exclusive, and sells at a moderate price. This concern is one of the leading manufacturers of china ware for premiums, and their sets, such as seven piece soup, fish, game and berry sets, have been very successful as business builders. They are in a position to meet the requirements of any dealer and will be pleased to quote prices.

Lamps, Lighting Fixtures, Shades and Art Metal

THERE is a personality about a "lamp" in the popular meaning of the term; that is, a portable, self-contained light source that clearly distinguishes it from the cold material effect of illuminations from fixed and distant sources, which makes it a companion.

No matter how scientifically and artistically a room may be lighted artificially, a table lamp is always a permanently welcome guest. Its cheering companionship rests upon the deepest psychological workings of the human mind and is no more to be questioned or explained than the universal admiration of flowers and sunset skies. Like all constant friends, the lamp is versatile in its nature, adapting itself to every condition of practical service and to every whim and fancy of its possessor.

* * *

A recently organized western lamp manufacturing concern is the Ideal Lamp Mfg. Company, of Faribault, Minn. This company started in the manufacture of all kinds of art lamps, shades for gas and electric fixtures as well as specially designed lamps and domes. At the present time but fourteen styles are being made but the officials of the firm expect to be able in a short time to materially increase their line. Herbert Zellner, Peter Braun and H. S. Goulet are the firm members.

* * *

Manufacturers of portables, as well as retailers, have been large purchasers during the past year of the beautiful line of glass shades made by the Phoenix Glass Co. While their shade line has been in constant demand they have also had excellent results from their gas and electric portables and oil lamp lines. In porta-

bles they have brought out some exceedingly clever adaptations of period design. The dainty "Adam" treatment having found favor wherever shown. The shade on this style portable is of a rich creamy brown and similar in appearance to old alabaster. The brass standards are accurate in design and harmonize perfectly with the many Georgian and Colonial interior

decorative treatments now in vogue. Another decorated shade that has enjoyed a steady sale is the "Nile." This has a soft velvety pale green tint and like the "Adam" has the design etched in white. Several charming boudoir portables as well as an immense assortment of gas and electric shades, globes and ceiling dishes of every description are shown at the New York showrooms. During the month of January the entire line of gas, oil and electric lamps, globes and domes made by the Phoenix Glass Company will be shown at the Fort Pitt Hotel, Pittsburgh, Pa. Salesrooms are also maintained in Chicago, Boston and Pittsburgh.

* * *

Dealers who have handled the "Pilabrago" line made by the Pittsburgh Lamp, Brass & Glass Co., are universal in their praise of the many merchandising helps with which the manufacturers have furnished them during the past year and which has enabled them to make larger sales than ever before. Since the adoption of the new "Pilabrago" trade-mark and the wide publicity campaign that followed, the company has been at times almost swamped with orders.

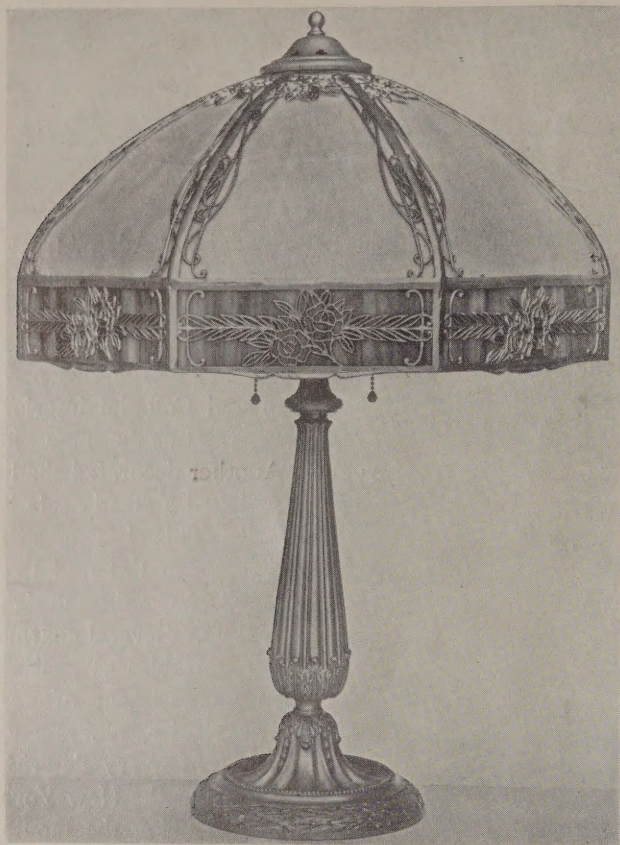
This, too, was on account of the many beautiful and original designs brought out, especially the "Bungalow" lamp and imitation of silk portables. Merchants who have not as



Porcelain Boudoir lamp, shown by B. Tomby.

POTTERY AND GLASS

yet seen the new line will be at a disadvantage in making purchases for it offers many profit makers. Full sample lines are maintained at the various branch



One of the handsome metal overlay portables, with base in Pompeian finish, made by the Chas. Parker Company

offices and a special display will be held at the home office, Century Building, 130 Seventh Street, Pittsburgh, Pa., during the January glass and pottery display. This location is within a couple of blocks of the Fort Pitt Hotel and easy of access.

* * * * *

The portable lamp line manufactured by the Charles Parker Company is unusually strong this season, containing many handsomely designed portables in art glass, metal overlay and leaded glass. The overlay work shown on the two lamps illustrated in this issue as well as the beauty of the ornamental bases is characteristic of the entire line. Hanging oil lamps for cottage and summer home use, as well as a large line of special sale portables in stamped brass are offered in wide assortment. Many fine molded frames fitted with art glass are in the new line.

* * *

The new line of porcelain electric portables recently shown in the American and Canadian markets by B. Tomby, the sole representative of Reinhold Schlegelmilch, Suhl, Germany, have enjoyed a brisk sale and bid fair to win a permanent place in the lamp market. Both the shades and base are of the same material and decorated identically; florals in beautiful natural tints

and colorings predominating. The entire surface is tinted in pale harmonizing colors and have a charming pearly iridescence that is indescribable. The shades are mostly of the umbrella shape and similarly ribbed. Each flower and leaf is painted by hand after the object has been sculptured out by the artist. No metal supports are discernible and when illuminated the line is particularly beautiful. In addition to the large and boudoir size lamps they are showing similar ware for gas and electric shades and globes, ceiling dishes, etc. The ware is entirely new in this market and an innovation in illuminating devices.



An accurately designed portable in the style of the Adam Brothers—from the Phoenix Glass Co.'s line

The salesman who thinks more about the way the outside of his head looks than about what he is putting inside of it is not destined to get very near the top.

Misleading Trade-Mark Fools New Zealanders

A CERTAIN glass lamp chimney with fluted top is being made and exported from Germany to New Zealand, reports Vice Consul General L. A. Bachelder, from Auckland, which is stamped "American" over a trade-mark of a double six-pointed star, one around the other, apparently to mislead the public by having it appear that it is of American manufacture.



From the new oil lamp line of the Phoenix Glass Co.

A shipment of these chimneys has been made from a Hamburg firm to a wholesale crockery and glassware firm in Auckland, in fulfillment of an order sent to London for execution. The chimneys are probably of much inferior quality to the article of the same kind made in the United States, but as the cost of them is low they can be sold here at 85 cents per dozen, whereas American chimneys similar in appearance, which have considerable sale here, cost \$1.88 and \$2 per dozen. A sample chimney of the German make referred to may be obtained through the American consulate at Auckland.



Notes About New Firms Entering the China and Glass Field and Changes in Old Concerns

THE great Macy store in New York has the distinction of being the first department store in the larger cities of this country. It was way back in 1858 that R. H. Macy started in a small way to cater to the wants of New York shoppers. The same sign that he put out when he commenced business was brought out the other day and placed in a conspicuous place over the Broadway entrance in commemoration of the 58th anniversary of the store. The department features commenced in 1874 when L. Strauss & Sons obtained permission to occupy a portion of the store for their china, crockery and glassware. From that time other departments were added until nearly every kind of merchandise in common demand was put in stock. The Macy store was the first to adopt the odd price features, such as 99, 29, 39 cents, etc., and it was an innovation in price making that caught the public fancy.

* * *

A variety store has been opened in Hollywood, Cal., by E. W. Twist. Full lines of china, glass, lamps and housefurnishings will be carried.

* * *

The Metcalf Store, Reading, Mass., has been taken over by J. B. Van Buskirk, who for several years was connected with Morimura Bros., the New York importing firm.

* * *

The American Stores Company, advices from St. Louis, Mo., state, are negotiating for a lease to the large building in that city recently vacated by the Famous-Barr Company. The American five and ten cent stores heretofore were unknown to St. Louis. They are backed by a corporation capitalized at \$1,000,000 and who are prepared to expend at least \$200,000 to open a store in St. Louis. It is understood that the lease will cover a term of fifteen years and amount to approximately \$75,000 per annum.

* * *

Watt & Clay, of Norfolk, Va., have sold the Watt & Clay building in Roanoke to George MacBain, head of the department store concern of the same name. The building is prominently situated in the shopping district of Roanoke and will be the permanent home

of the MacBain business. The price paid is said to be \$275,000.

* * *

The new mail order house known as The Chas. Williams Stores, located in a new building at 59 John Street, Brooklyn, N. Y., started operations with a force of six hundred employees, which will be increased to one thousand in the near future. The general offices are at 56 Pine Street, Manhattan, and the warehouses and managerial offices are in Brooklyn. The new concern opened business by issuing a six-million edition of a catalogue covering goods in which it deals. It has a capital of \$1,000,000, and was incorporated at Albany on February 8 of this year. This is the second big mail order house to take advantage of the facilities of Brooklyn within the past few months. Montgomery & Ward have recently established a big export office in this borough.

* * *

R. A. Crocker, proprietor of the crockery firm of Crocker & Owen, Aberdeen, S. D., has filed a petition in bankruptcy.

* * *

Miller & Paine, Lincoln, Neb., will soon begin the erection of a new building on the site of the property now owned by the firm on O Street between Twelfth and Thirteenth Streets. It will have a frontage of 150 feet on O Street, and will include all of the frontage now occupied by the business with the exception of the fifty feet on the corner of Thirteenth.

* * *

A. A. Grimes & Co. have incorporated in Missouri for \$25,000. The concern will operate the "Broken Dollar Store" in Marshall, another store in Lexington and recently opened a 5, 10 and 25 cent store in Slater.

* * *

The Rosenbaum Company, operating one of the large department stores in Pittsburgh, has made application to the Pittsburgh Stock Exchange to list \$1,000,000 of its preferred stock and \$3,000,000 of the common. The company now occupies quarters at Fifth Avenue and Market Streets, but it is said to have purchased the greater part of the block bounded by Federal and Cecil Streets and Liberty and Penn

Avenues, on which a modern store building will be erected next year. The structure would have been built this year, but leases on some of the properties involved in the deal were so valuable to the holders that it was deemed best to postpone action until this year.

* * *

The "Housefurnishing Shop" opened in Englewood, N. J., last year by Miss M. Hughes, has acquired the stock and business of the L. Moskin Store, of the same city, and are now located in the Moskin store. They carry glassware, a small dinnerware line and complete line of housefurnishings.

The History of Blue Printing

(Continued from page 27)

blue under the blaze on earthenware as they did on china at Worcester. The invention spread with enormous rapidity, and Spode made his fortune. He died in 1797, leaving his son, Josiah Spode III., to carry on his business.

The second Spode married, in 1779, the eldest daughter of John Barker, master potter, of the Row Houses, Fenton. He had been a dealer in earthenware, glass and china in London.

William Copeland, a native of Stoke, had been his traveler and assistant in London. On his father's death young Spode made Copeland his partner, and put him in charge of the London office. Even in his father's lifetime, Spode had begun decorating their ware with the Japan reds and blue and heavy gilding that was afterwards the distinguishing mark of Spode and Copeland porcelain; and in 1800 they began to make their bone-paste porcelain.

Porcelain is a transparent, vitreous body, which fuses on being fired, and does not require any glaze. The early porcelain had been made largely of glass; Cookworthy's porcelain, and that made at Shelton New Hall, relied solely on china clay and china stone from Cornwall. None of these bodies were certain, and they failed to become commercial successes. But when the New Hall Company ceased, the manufacture of their hard-paste porcelain in England ceased, too, and an entirely new porcelain body was destined to take its place. It was not until Spode introduced bone into the body that the cheap china we know today could be produced.

OBITUARY

WILLIAM WATTS TAYLOR.

IN the death of William Watts Taylor, president of the famous Rookwood Pottery Company, the pottery industry of the United States has lost a man whose aim has always been to promote the development of what may be styled the art side of the trade and through whose untiring efforts and artistic ability

the products of the Rookwood Pottery have reached their present high standard of excellence. Mr. Taylor was sixty-seven years old and a bachelor. Following his graduation from Harvard University he was for a time in the cotton brokerage business with his father. His business training stood him in good stead when he took charge of the Rookwood Pottery, at that time being run by a number of society women for art's sake alone. Under his management the pottery rapidly developed and became known commercially the world over. His artistic nature asserted itself in those wonderful tone treatments, marine tints and shadows and the blending of colors on ceramics that is characteristic of Rookwood ware.

Mr. Taylor left an estate valued at \$55,000 and in it makes the Rookwood Pottery his chief beneficiary. By the terms of the will a trusteeship is formed for a term of 21 years after the death of the last surviving trustee, the trustees to hold Mr. Taylor's common stock in the Rookwood Pottery company, any earnings from it during that time to go to the Cincinnati Museum association, and at the end of the 21-year trust the stock is to become the property of the Cincinnati Museum association. The will breathes the desire in every line that the name of Rookwood shall remain as high in the esteem of art lovers as it is to-day.

LOUIS G. COBURN.

Louis G. Coburn, for many years prominent in the wholesale glass and crockery trade of Boston previous to his retirement some time ago, died last month at

(Continued on page 48)

W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

WANTED—To open negotiations with responsible Salesmen, relative to handling our line of Cut Glass on commission, in the Western Territory, including the Coast. The O. F. Egginton Co., Corning, N. Y.

WANTED:—Local representatives for Pottery and Glass. If you are in any way connected with the pottery and glass trade or any business which brings you into contact with buyers, salesmen, stock clerks, designers, manufacturers connected with this field; pottery, glass lamps, art metal and other accessories; you will have many opportunities of calling attention to this publication. Pottery and Glass is just what they all want. You will find that you can easily add a substantial amount to your income by congenial work that will not interfere with your present duties. For particulars, address Pottery and Glass, 395 Fourth Avenue, New York.

WANTED: Pottery, Glassware, Lamps, Metal and other Art Goods. For our weekly auction sales to consumers, and our monthly trade sales to dealers. Correspondence respectfully solicited. The Ezekiel & Bernheim Co., 334 Main St., Cincinnati, Ohio.

CHINA and cut glass salesman at liberty January first desires connection with reliable house. Ten years' experience in Central States. Address "Salesman," care of Pottery and Glass.

Art Dept.

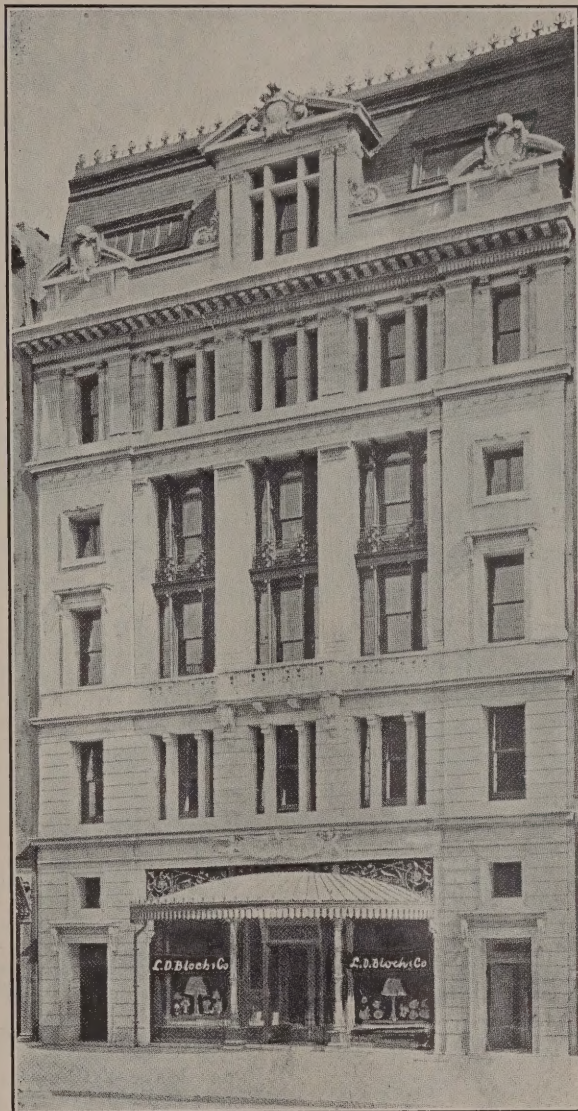
Bronzes
Marbles
Tapestries
Pottery

Lighting Dept.

Electroliers
Marble Bowls
Lamps
Lamp Shades
Candle Shades

Beer Stein Dept.

Fancy Steins
Bar Mugs
Glass Seidels
Wall Plaques

**Bisque and Metal
Novelties****China Dept.**

French
German and
Austrian
Dinnerware and
Fancy Line

Silver Dept.

Fern Dishes
Castors
Salts
Bonbons
Photo Frames

Glassware Dept.

Bohemian Cut
Glass
Bohemian
Fancy Glass
Liquor and
Wine Sets
Vases

Serving Trays

OUR NEW BUILDING

153-157 FIFTH AVENUE

AT TWENTY-SECOND STREET

Occupation After January First

L. D. Block & Co.

(Continued from page 46)

the home of his stepson in Melrose, in his ninety-first year. He went to Boston from Vermont when twenty-five years old, and first engaged in the wholesale furniture business, later entering the glass and crockery trade. At one time he was a member of the firm of Abram French & Co. and then was in business for himself in the same line on Franklin Street, representing western manufacturers. He was twice married, and leaves his wife, one son and fifteen grandchildren. The son is Charles W. Coburn, who was in the trade for a time as his father's successor.

ABRAHAM P. HASKINS.

Abraham P. Haskins, for many years interested in the Haskins Glass Co., of Martins Ferry, O., died at the home of his brother, Dr. T. M. Haskins, in Wheeling, W. Va., following a long illness. Mr. Haskins was very well known in the community where he spent the greater part of his life, and a number of former associates in the glass company served as pallbearers at the funeral services.

WILLIAM GALLOWAY.

William Galloway, retired pottery manufacturer, died at his home in Philadelphia, last month.

He was born in Philadelphia 75 years ago, and in 1868 he purchased the Market Street Pottery Company, which was organized in 1812 and was located at Eighteenth Street. Two years ago the firm was incorporated and named The Galloway Terra Cotta Company, the son, Walter B. Galloway, being made president. It was at this time that the elder Galloway retired from active business. He was also interested in the Whilldin Pottery Company, Seventh and Wharton Streets, being its secretary and treasurer.

His widow, two daughters, and one son, Walter B. Galloway, survive.

A. MONTGOMERY WARD.

A. Montgomery Ward, founder of Montgomery Ward & Co., the first mail order house establishment in America, died December 6th at his home in Highland Park. He was 70 years old. He leaves a fortune estimated at \$15,000,000.

Mr. Ward was born in Chatham, N. J., on Feb. 17, 1843. When five years old his parents emigrated to Niles, Mich. At fourteen years he went to work in a stove factory, and later became a day laborer in a brick-yard. Subsequently he moved to St. Joseph, Mich., where he was clerk in a general store at a salary of \$5 a month and board. In 1866, when he was twenty-three years old, he came to Chicago and obtained a job with Field, Palmer & Leiter, now Marshall Field & Co., and subsequently was employed by various wholesale houses. In 1872 Mr. Ward started his mail order house in a storeroom over a livery stable in partnership with his brother-in-law, George R. Thorne, who survives him. Six thousand workers are employed now, and the company and its subsidiaries were incorporated with \$40,000,000 capital on Jan. 1 under the laws of New York State.

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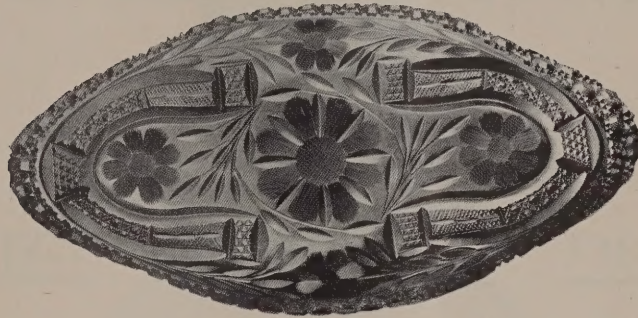
Efficient Cost Systems

W. E. LANGDON

CERTIFIED PUBLIC ACCOUNTANT
EFFICIENCY ENGINEER

1009 Park Bldg., Pittsburgh, Pa. 904 Harrison Bldg., Columbus, O.

NOT ONLY **THE BEST** AT **THE PRICE**
BUT **THE BEST** AT **ANY PRICE**



SEE our *Horseshoe design* (patented),
the best selling pattern brought
out during the past year. Made in
complete assortment at popular prices.

We are still having great success with
our *Violet design* that we brought out
some time ago.

Emil F. Kupfer, Inc.

Cut Glass Works

FACTORIES

Brooklyn, N. Y., and Clearfield, Pa.

SAMPLE ROOM

66 Murray St. NEW YORK

Don't fail to see the above lines when
in Pittsburgh, at the **FORT PITT**
HOTEL, during the month of January.



BERLIN, GERMANY
25 Link Strasse

TORONTO, CANADA
64 Wellington Street, West

Fensterer & Ruhe

New York, U. S. A.

47 Murray Street

Import Commission Export

Glassware

"Rona Crystal" Tableware

Salt and Pepper Shakers, Etc.

Vases, Plain and Decorated Glass Specialties
for Silversmiths for Mounting and Deposit

Blanks for Glass Cutters

Glassware for Electric,

Gas and Petroleum Fixtures

Shades, Plain and Fancy

Chimneys and Globes

Mantles

White Enameled Shades

Prisms and Chandelier Parts

Crystal Chandeliers, Tungsten Lamps

Chinaware, Staple and Fancy



SEASON 1914

Our New Sample Line for 1914 will be ready at our
Show Rooms **December 26th**

We advise our customers, before placing their orders
for Cut Glass Ware, to see our line. Startling values
in

Vases, Jugs and Fern Dishes

Complete line will also be shown during January at
The Fort Pitt Hotel, Pittsburgh

in charge of MR. M. HERBERT
 MR. L. NEUWIRTH
 MR. GEO. MURPHY, JR.

UNITED CUT GLASS CO.
26 MURRAY STREET NEW YORK

WITH US

THE NEW YEAR WILL BRING A NEW LINE

FOR 1914

WE OFFER EXTENSIVE ADDITIONS
TO OUR

Brassware

New Jardinieres, Smoking Articles, Cuspidores, etc.

Silverware

Attractive Novelties, as Fruit Bowls, Vases, Table
Items, etc.

Casseroles

Other Styles. New, Artistic Handles

Lamps

A Variety of Glass Domes and Semi-Indirect
Lighting Fixtures

WARSHAVSKY & COHEN

187-195 BROADWAY

BROOKLYN, N. Y.

Leonard Rouquart

37 and 39 Murray Street

NEW YORK CITY

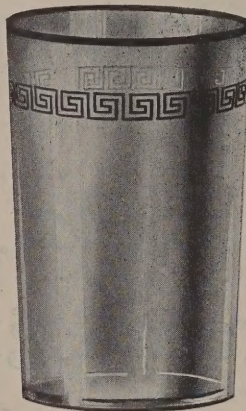
French China

German China

Swedish China

Guaranteed to Wear

THIS 24 Karat Gold Band and Line Treatment is just as essential to every glass department as a white and gold dinner ware line is to a china department.



New Treatments in Crystal and Gold, for 1914, will be shown in Room 636 Fort Pitt Hotel, during Pittsburgh Show.

*Write Today
for Catalogue*

DEIDRICK GLASS CO.

ROCHESTER, PA.

A. P. DOCTOR
66 West Broadway
New York

HIMMELSTERN BROS.
718 Mission Street
San Francisco

CRISTALLERIES DE ST. LOUIS

St. Louis Crystal Glass Co.

WORKS in

Munzthal-St. Louis
Lorraine, Germany
and

Paris, France,
Founded 1767 under
Louis XV, under the
name of "Verreries
Royales de St. Louis"

SPECIALTIES

Numerous patterns in
optic Rock Crystal
lines, fine colored
Roemers and richly
gold decorated table
sets in all styles.

E. TORLOTTING, Agent
25 West Broadway - - New York

Last Year's Price

12 in.
\$3.25

14 in.
\$4.75

This Year's Price

12 in.
\$2.50

14 in.
\$3.00



We are selling our famous floral cuttings at from 10% to 20% less than we have heretofore. We will give you larger variety, better service and finer finish. Write for our catalog.

LET US SEND YOU A BARREL OF OUR SPECIALS

The firm that made cut glass famous

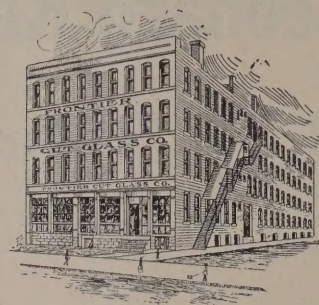
Louis Levien Cut Glass Co.

33 Murray St., NEW YORK CITY

1911



1913



Mr. Buyer :

Our rapid growth proves we
have new and catchy live wire
specials at a price.

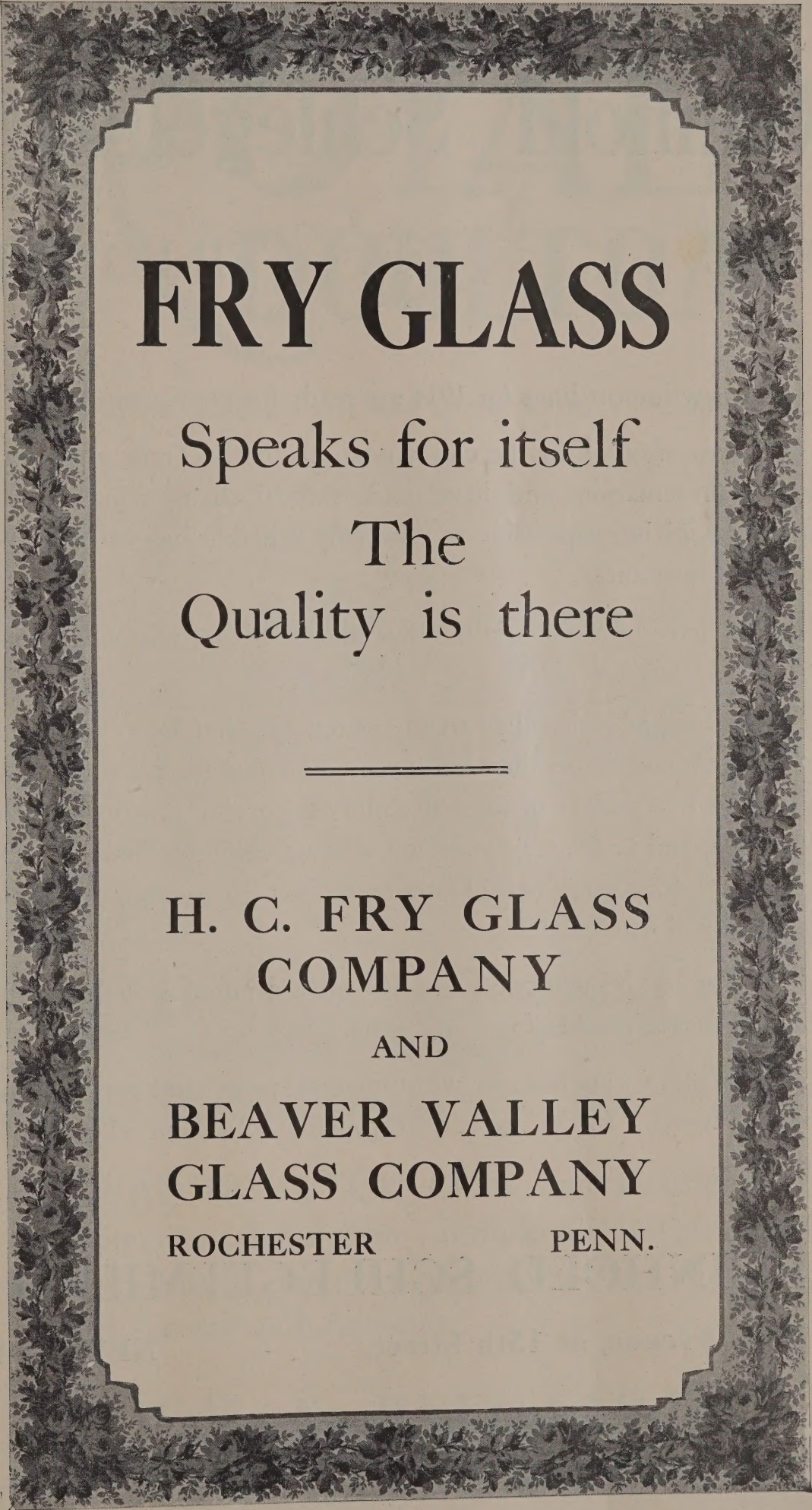
SEE OUR LINE, WHEN
IN PITTSBURGH, AT
THE FORT PITT
ROOMS 467-468

Frontier Cut Glass Co.
Buffalo, N. Y.

SHOWROOMS

New York
Philadelphia
Dallas, Texas

Chicago
Seattle, Wash.
San Francisco

A decorative border of leaves and flowers surrounds the central text area.

FRY GLASS

Speaks for itself

The
Quality is there

H. C. FRY GLASS
COMPANY

AND

BEAVER VALLEY
GLASS COMPANY

ROCHESTER

PENN.

Reinhold Schlegelmilch

SUHL



TILLOWITZ

Our new import lines for 1914 are ready for your inspection.

We have profited by the closer relations to the Trade through our direct Representation, and have made radical changes in shapes and decorations, giving expression to the many valuable suggestions on the part of our customers.

Prices have been materially reduced, of which a visit will convince you.

Special attention is called to an entirely new line never before made by any manufacturer on the Continent. It consists of more than 300 new articles in a variety of over 50 dainty decorations, articles to retail at 25c., 50c. and \$1.00. To mention a few: Almond Sets, Nut Sets, Dresser and Manicure Sets, Condiment Sets, Mayonnaise Sets and a large variety of small articles.

The line has been pronounced the most decided novelty in Fancy China put on the market for many years.

Our White China has met with universal favor, and we have added many new items. Prices are very reasonable consistent with first-class selection.

REINHOLD SCHLEGELMILCH

73 Fifth Avenue, at 15th Street,

- NEW YORK

B. TOMBY, Sole Representative

ROYAL DOULTON

BY ROYAL WARRANT POTTERS TO HIS MAJESTY THE KING



ROYAL DOULTON China and Earthenware have that distinction—individual character and quality—which can only be produced by the most skilled Artists and Artisans.

WM. S. PITCAIRN

104 FIFTH AVENUE

NEW YORK

The Lancaster Glass Company

LANCASTER

OHIO

SEE OUR LINE AT

FORT PITT HOTEL
PITTSBURGH, PA.

During the Month of January

Tableware Lamps Tumblers
Decorated Ware — Large Variety

Don't Fail to See this Line When in Pittsburgh

We have a display at our showrooms, *South Eighth and Sarah Streets*. A very comprehensive line of fine Decorated Glassware in ruby, ruby and gold; also a collection of souvenirs that merit your attention.

The complete line is also on show at our New York and Northwestern Agencies

PAUL JOSEPH
86 Park Place, N. Y.

DAVIS & BRAISTED
Minneapolis, Minn.

The Oriental Glass Co.

Pittsburgh, Pennsylvania

Take Carson Street Car to Eighth Street

A. P. Stock, President

O. J. Stock, Sec. and Treas.

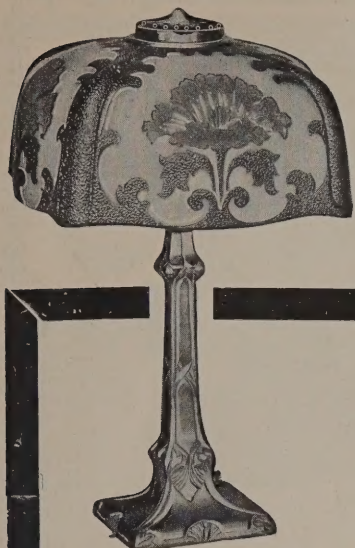
See Us At Pittsburgh
DURING MONTH OF JANUARY
Room 726 Fort Pitt Hotel
Full Lines on Display

“The Lines That Sell”
Make You the Money
New Designs and Finishes
Best Selling and Most Profitable
POTTERY
STONEWARE SPECIALTIES
Flower Pots and Novelties

Write for Handsome New Catalogue and Car Load Proposition

THE BRUSH-McCOY POTTERY CO.
Zanesville, Ohio

See Us At New York
25 Park Place
Cox & Lafferty
Full Lines on Display



PILABRASGO
PORTABLE
No. 1115½
DEC. 3

It Pays To Push the Pilabrasgo Line

IF PROFITS ARE CONVINCING ARGUMENTS TO YOU, MR. MERCHANT, be sure to see the Pilabrasgo display when you come to Pittsburgh, in January. We won't be at the Fort Pitt this year. Instead you'll find us at home in our own rooms, in the Century Building, 130 Seventh Street. Make a note of that address—it's only a couple of blocks from the hotel. And the 1914 Pilabrasgo line is one you just naturally can't afford to miss.

The Pittsburgh Lamp, Brass and Glass Co.
GENERAL OFFICES, PITTSBURGH, PA.

BRANCHES

Pittsburgh, 200 Century Building
New York, 82 West Broadway
Philadelphia, 731 Arch St.
Boston, 127 Federal St.

Buffalo, 611 Main St.
Detroit, 68 Griswold St.
St. Louis, 614 Laclede Gas Light Bldg.
Baltimore, 122 West Baltimore St.

Cleveland, 203 Caxton Bldg.
Chicago, 110 South Wabash Ave.
San Francisco, 718 Mission St.

Pittsburgh Lamp, Brass & Glass Co., of Canada, Ltd., 113 Wortley Road, London, Ontario
R. E. Davis, Representative



Flogel Decorating Works

*Importers and Decorators of
Fine China and Glassware*

Fine English, French and Bavarian China always in Stock. Large stock of
Glassware in Open Stock Patterns Ready for Delivery.

Gold Acid Etched Borders a Specialty

MONOGRAMS, SPECIAL CLUB DESIGNS, SHIELDS, FLAGS and INSIGNIA

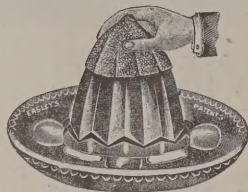
ALL KINDS OF SPECIAL WORK EXECUTED
WRITE FOR FULL DESCRIPTION OR SUBMIT YOUR SPECIAL DESIGNS

FLOGEL DECORATING WORKS

40 West 18th Street, New York

DECORATORS FOR THE TRADE ONLY

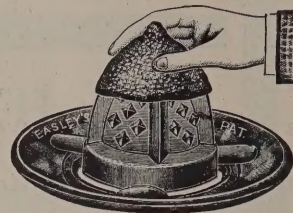
Easley Patented Reamers



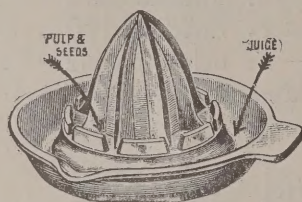
No. 1 Patented



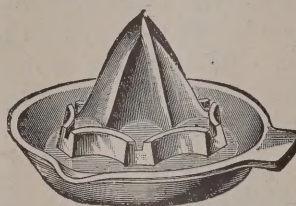
No. 6 or No. 1 A Patented



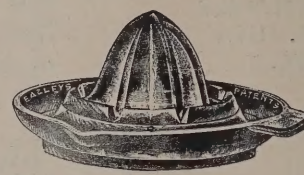
No. 2 Patented



No. 3 Patented



No. 4 Patented



No. 5 Patented

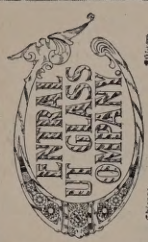
Strong --- Durable --- Sanitary

Quickly extracts all juice and separates juice from seeds and pulp. No. 4 is suitable for fruits of all sizes — Lemons, Limes and Oranges. Patents covering these reamers are now owned by us. All infringements will be prosecuted. Write for prices and illustrations.

Tableware

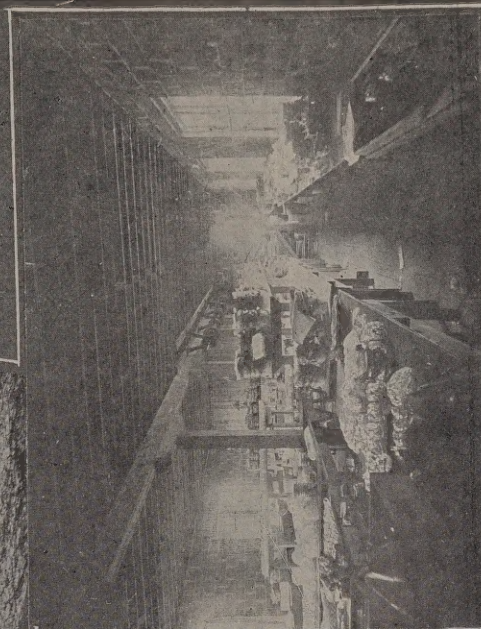
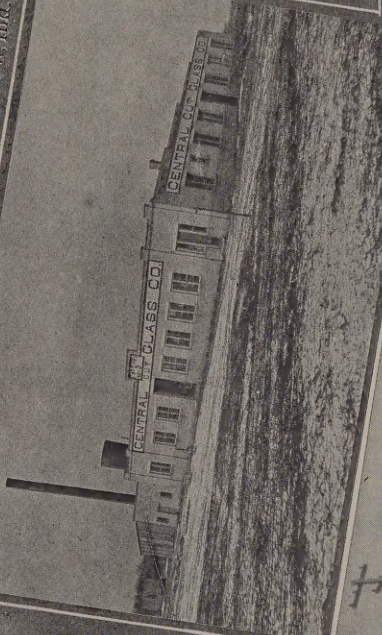
NEW PATTERNS will be on exhibit, as usual, at Room 639 Fort Pitt Hotel, Pittsburgh, Pa., during January.

INDIANA GLASS COMPANY
DUNKIRK, INDIANA

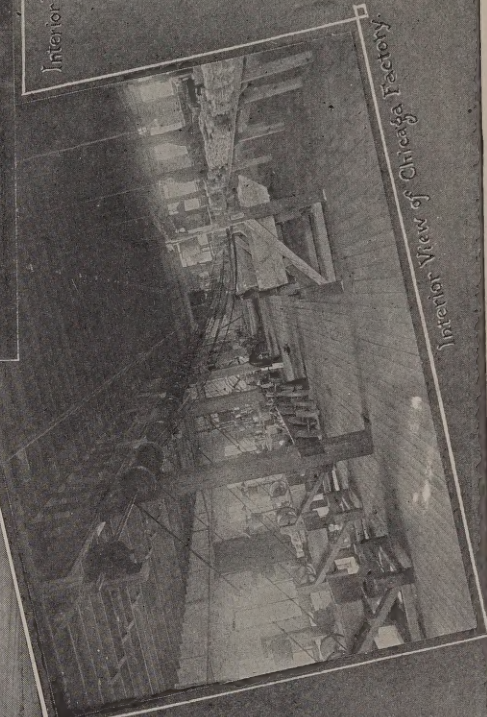


Chicago

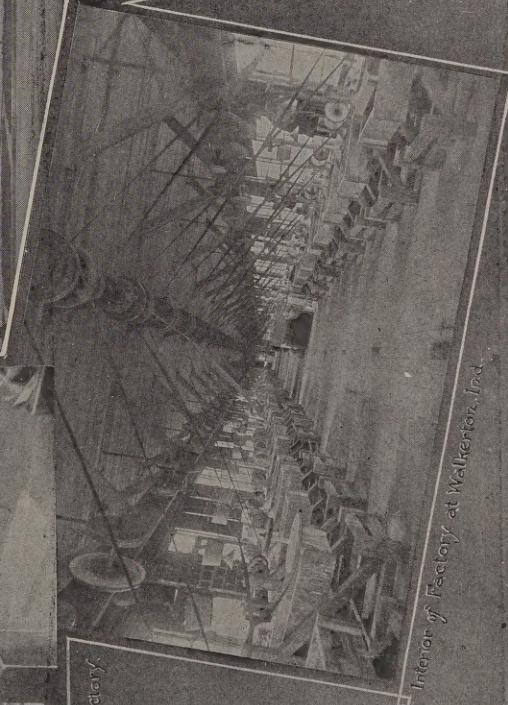
Factory at Lena Park, Ind.



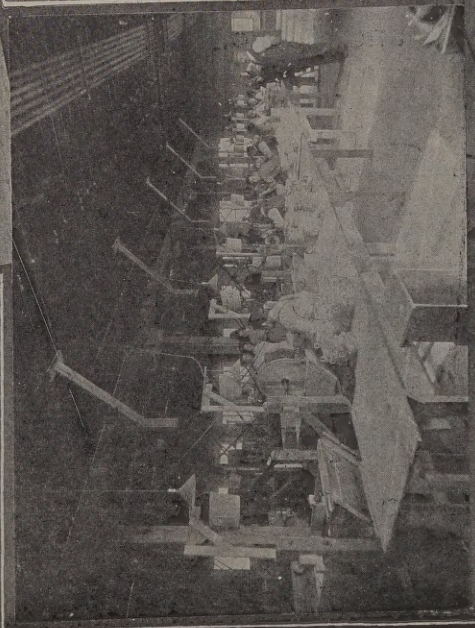
Interior View of Lena Park Ind. Factory



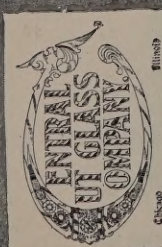
Interior View of Chicago Factory



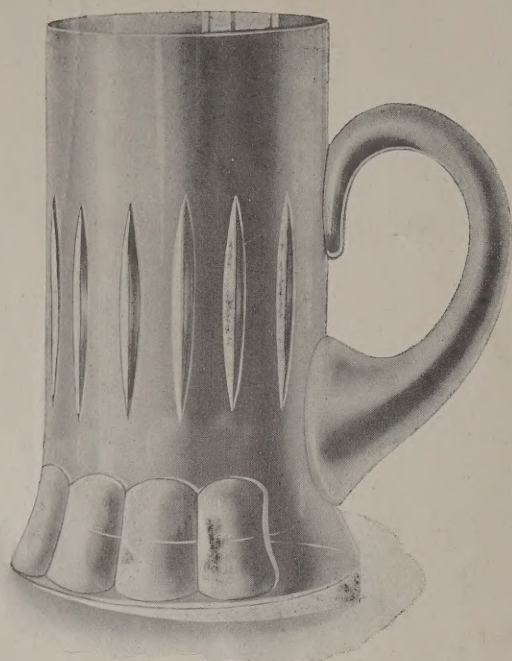
Interior of Factory at Walkerton, Ind.



Interior View of Chicago Factory



Chicago



CUT SEIDEL

*The House of Real
Quality and Promptness*

Central Glass Works

WHEELING, W. VA.

Manufacturers of

Lead Blown, Pressed and Drawn Stemware, Blown and Pressed Tumblers, Decanters, Carafes, Jugs, Oils, etc., Hotel, Club and Cafe Glassware.

Our Specialty:

Deep Plate Etched, Monogram and Crest Work for Hotels, Railroads, Clubs and Steamships.

If you want real Quality Glassware and prompt deliveries, try us and be convinced for yourselves.

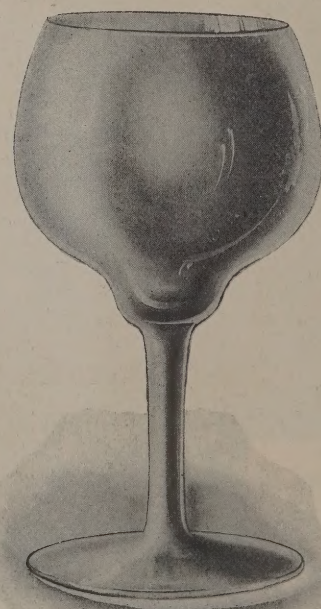
New Lines on Display

AT

FORT PITT HOTEL, PITTSBURGH

January, Room 712

T. H. BUTCHER IN CHARGE



KNICKERBOCKER GOBLET

FOR THE WORLD'S TABLE



WRITE FOR CATALOGUE NO. 56
A. H. HEISEY & CO. NEWARK OHIO

Established 1869

B. F. DRAKENFELD & CO.

INCORPORATED

Pottery and Glass Colors**Materials for Decorating China, Glass and Enameled Ware****Oxides and Chemicals****GENERAL SELLING AGENTS
"PERFECTION" KILNS****For Firing
China, Glass and Pottery****EAST LIVERPOOL OFFICE
Potters Savings and Loan Building
GEORGE HEISLER****50 Murray Street
NEW YORK****PHOENIX LAMPS**

During January, 1914, we will display our entirely new and unusually attractive lines of Oil, Gas and Electric Lamps and Globes and Domes at

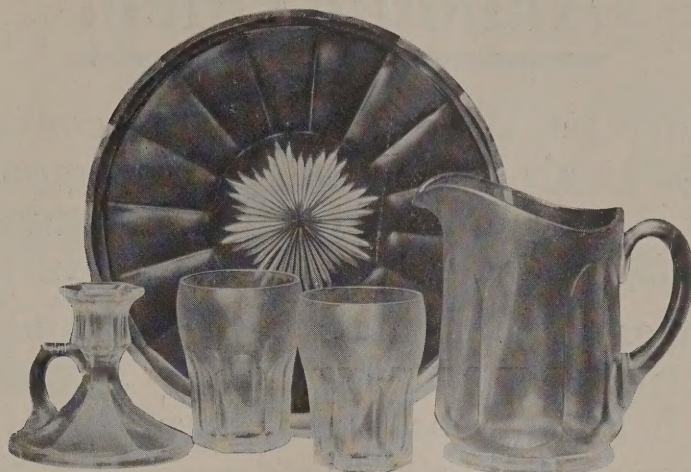
FORT PITT HOTEL, PITTSBURGH*MAKE SURE AND SEE THEM***NEW YORK
CHICAGO****THE PHOENIX GLASS CO.****BOSTON
PITTSBURGH**

Please Mention POTTERY AND GLASS When Writing Advertisers

FINE TABLE GLASSWARE

No illustration
can do justice
to this line.
It must be seen.

A complete
assortment of
new goods.



Is always on
view at our
various
salesrooms.
It is there
for your
convenience.
Call and see
it.

THE DUNCAN & MILLER GLASS CO.

MANUFACTURERS OF FINE TABLE GLASSWARE

Washington, Pa.

SALESROOMS:

PAUL JOSEPH, 86 (Old No. 64) Park Place,
New York

JOSEPH TOMKINSON, 213 Commercial
Building, Philadelphia

GREEN & THOMAS, 33 So. Charles St., Baltimore

MARSH & KIDD CO., 617 Mission St., San Francisco

For a Complete Line of Lighting Glassware—Crystal, Opal and Decorated

Eagle Glass and Manufacturing Co.

WELLSBURG, W. VA.

Gas and Electric Shades
Arc Globes

Boulevard Globes

Dishes for Semi-indirect
Lighting

Tungsten Shades

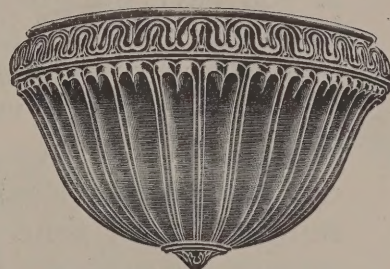
Electric Balls

Ceiling Dishes

Showers, Domes, etc.



No. 780. Oak Leaf Pattern.



No. 855. Classic Pattern.

CATALOGUES SENT ON APPLICATION

BRANCH OFFICES:

50 Park Place, New York
33 S. Charles St., Baltimore, Md.
325 Locust St., St. Louis, Mo.

122 Pearl St., Boston, Mass.
14 Blymyer Bldg., Cincinnati, O.

213 Commercial Bldg., Philadelphia, Pa.
30 E. Randolph St., Chicago, Ill.
530 Golden Gate Ave., San Francisco, Cal.

Announcement

After January 1st, 1914, we will not be connected in any way with the Louis Levien Cut Glass Company, and our line will be in the hands of our new *sales manager*, *Mr. Herman Kashine*, formerly with the above named firm. We will try and uphold in the future our past reputation as manufacturers of REAL cut glass at popular prices. Our line is being increased considerably and most of our former prices are being reduced.

We are glad of the opportunity of having with us a young man who has devoted the best part of his life studying and selling cut glass. We believe that, with his knowledge and experience gained in his association with one concern for the past ten years, we will be in a position to bring out some new ideas in manufacturing and merchandising which shall prove to be of mutual benefit to both the trade and ourselves.

He intends to make his headquarters right here at the factory, so that he can give his personal attention as much as possible to all orders entrusted to him.

He asks you for an opportunity to prove his worth. He asks us for his co-operation. In all sincerity, we are going to back him to the limit. And if he "produces the goods," we feel assured that you will do your share.

If you have bought our line before, write us for new prices. If you have never favored us with your business, we invite you to write us before you select your lines for the coming year, and we will tell you of some of our big values.

We have no catalog to give you, but should you desire to see a few of our samples in floral or mitre patterns, you are *invited* to send for samples at any time and you can *return* them after inspection. *We* assume the *expense*; all *you* give is a little *time* in comparing our goods with the other lines you have carried.

Surely, this is a fair request.

STAGE BROTHERS

Manufacturers of Cut Glass

LAWRENCEVILLE, TIOGA COUNTY, PA.

A small circular under the heading of "MUTUAL SERVICE" will be of interest to you. Write for it.

THE McNICOL-CORNS CO., WELLSVILLE, OHIO



AMERICA'S
LEADING MANUFACTURERS
OF PREMIUM
CHINA WARE

7 Pc. LEMONADE SETS
7 Pc. SOUP SETS
7 Pc. FISH SETS
7 Pc. GAME SETS
7 Pc. BERRY SETS
7 Pc. PLAQUE SETS
ETC. ETC.

SPECIALS ON

100 Pc. DINNER SETS

42 Pc. DINNER SETS

31 Pc. BREAKFAST SETS

WRITE FOR PRICES

Tell us what you want
and we can supply you.

McNICOL-CORNS CO.
WELLSVILLE, OHIO.



ILLUSTRATIONS AND EN-
VELOPE SIZE COUPONS OF
SETS WILL BE FURNISHED
WITH YOUR ORDERS AT BEST
PRICES OBTAINABLE.

Your High Grade Trade Appreciates Style— Workmanship—Quality

These are the three talking points that make the many new and beautiful creations contained in our new line of

Cut & Engraved Rock Crystal & Sculptured Glassware

QUICK SELLERS

You cannot afford to miss seeing this line. Distinctive glassware at popular prices.

Shown at the Fort Pitt Hotel, Pittsburgh, Pa., in January by G. L. Giometti.

Estimates and samples furnished for special requirements.

Quality Engravatures for Gold and Silver Mountings.

Specifications Solicited

John N. Illig

New York Representatives
E. L. BATES—GUY S. JENKINS

Corning, N. Y.

Quality Cut Glass

The unsatisfied, progressive dealers want everything new and up-to-date. If you are classed with the above, our

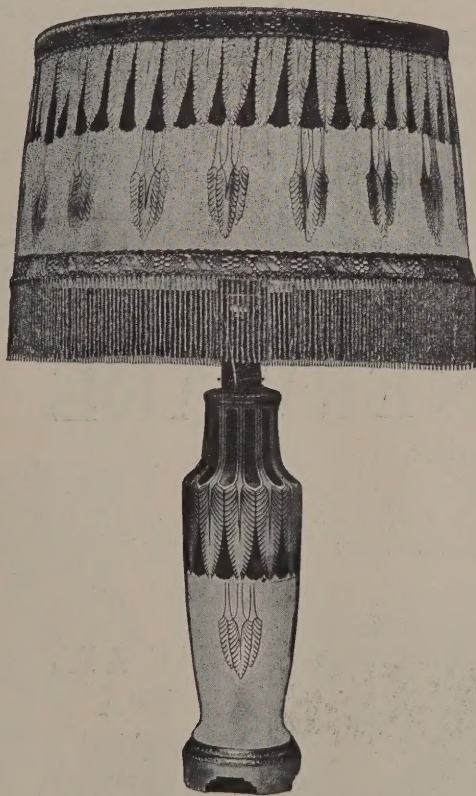
MADELINE

design merits your
A T T E N T I O N .

EMPIRE CUT GLASS CO.

FLEMINGTON, N. J.

FIELDING-BEHREND CO., Selling Agents
524-528 BROADWAY, NEW YORK CITY



METTLACH LAMPS

SHADES FROM PARIS — HAND PAINTED

Are you looking for Lamps different from anything anyone else has? We have them. We have constructed into electric portables a large number of vases in our famous Mettlach Inlaid Stoneware and Mettlach underglaze reproductions of Faenza and Delft.

The shades are hand painted, and the wonderfully soft tones of the Inlaid Stoneware, as well as the striking color effects of the Faenza and characteristic deep blue of the Delft, are faithfully reproduced in the fabrics.

In stock in New York. Come in and investigate. Don't omit the chance. Send for Booklet in colors.

E. R. THIELER

Sole Representative in U. S. and Canada for Villeroy & Boch
88 PARK PLACE, NEW YORK



No. 465

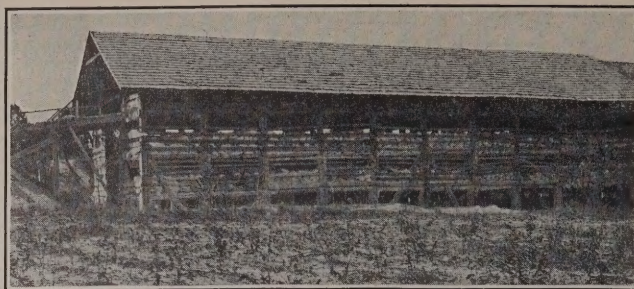
"Moss Aztec" (That different line)

This is one of the many original and popular designs created in our studio and finished in a rich red brown color of the historic Aztec, with a green deposit as of nature's touch through countless decades of exposure.

Ask for catalogue of "Moss Aztec Ware."

THE PETERS & REED POTTERY CO
SOUTH ZANESVILLE, OHIO

COMPLETE LINE SHOWN IN NEW YORK CITY
WILLIAM M. WARRIN, 25 WEST BROADWAY



Sedimentary Kaolin Drying Shed—South Carolina

Good Pottery Plant Sites

Every raw material used in the manufacture of pottery products is obtainable in the Southeastern States.

The close proximity of these materials to one another and nearness to abundant **cheap coal** deposits and **low priced power**, combined with **ample labor** supply and progressive **home markets**, make this a section offering unusual inducements to pottery manufacturers.

Ample Raw Materials

In the states of Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Tennessee and Kentucky there are extensive beds of pottery and porcelain clays and kaolins. In each of these states, many if not all the materials—ball, stoneware, slip and sagger clays, kaolin, feldspar and silica—are found in abundant quantity and are of superior quality.

Fuel, Power and Labor Supply

The average price per ton at the mine for **coal** in five leading Southern states is \$1.14, with a minimum of less than one dollar in several sections. **Natural gas** in Alabama offers another source of cheap fuel.

Over 700,000 horse power has already been developed from Southern streams and about 3,000,000 is still available for development.

Adequate **labor** is obtainable in all sections of the South at a mutually favorable wage scale.

Markets and Transportation

The **home markets** alone would consume the output of a great many local plants. The fine **transportation facilities** to large consuming centers, combined with the low production costs of the South, make this section a most advantageous pottery plant location.

Send for the clay booklet on the Southeast and ask for any further information,

M. V. Richards, Land and Industrial Agent

Room 365

SOUTHERN RY. Washington, D. C.

ALL DEALERS IN
"WHITE CHINA FOR DECORATING"

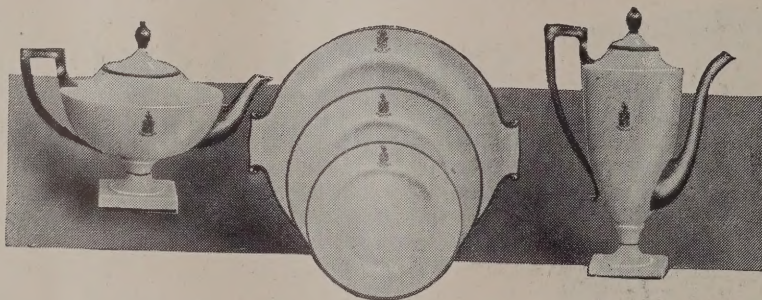
Should advertise in the

"KERAMIC STUDIO MAGAZINE"

because it goes direct to the user.

Send for rates and sample copy.

KERAMIC STUDIO PUB. CO.
SYRACUSE, N. Y.



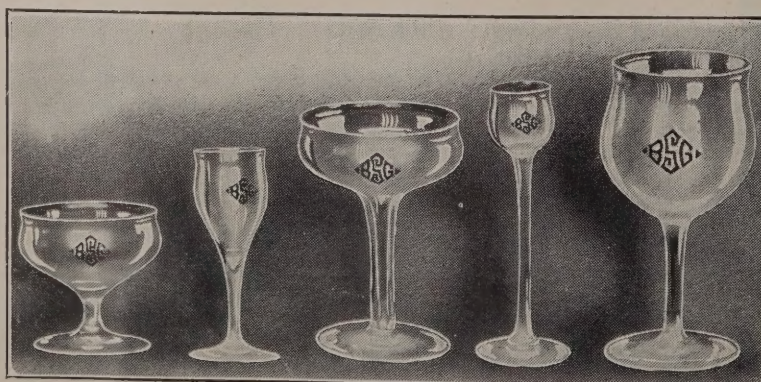
HEADQUARTERS FOR

MONOGRAM DINNERWARE

in coin gold and colored borders

LIMOGES AND BAVARIAN

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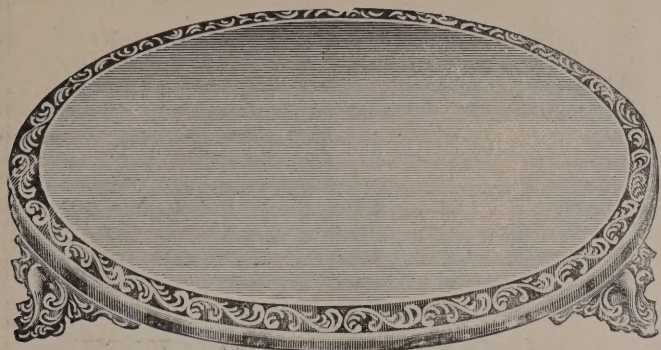
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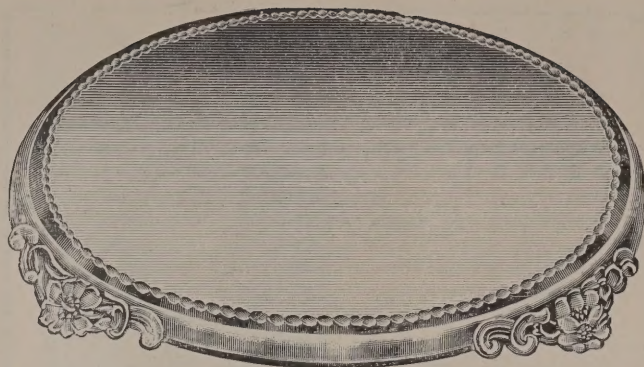
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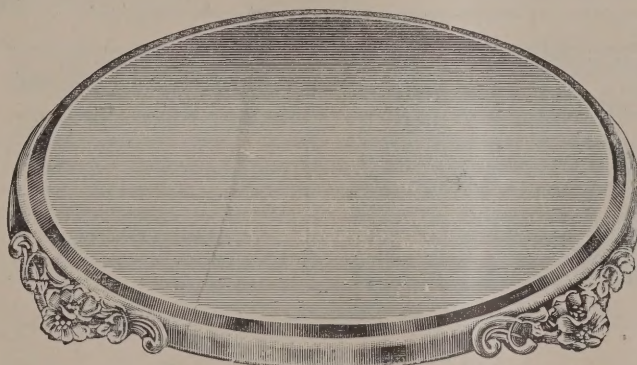
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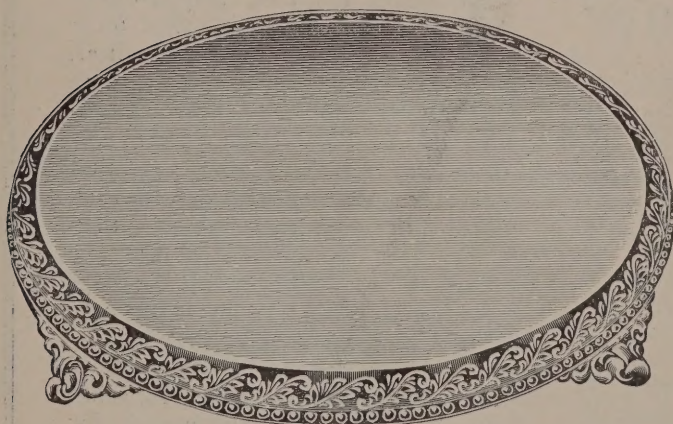
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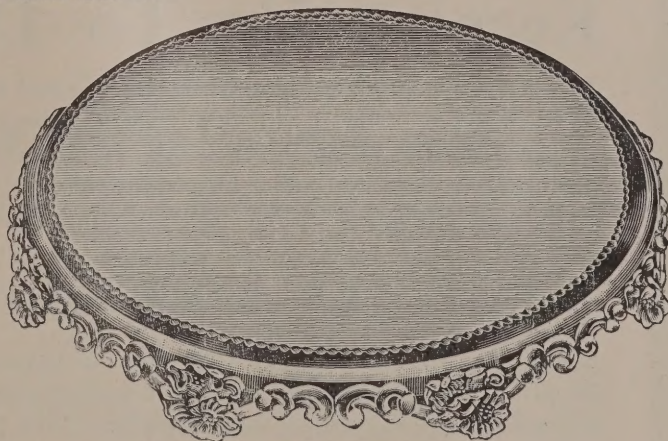


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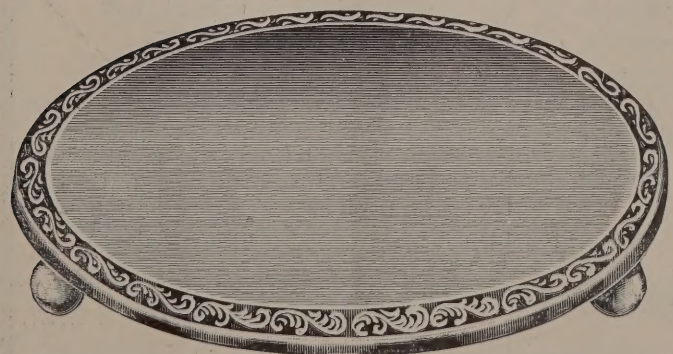
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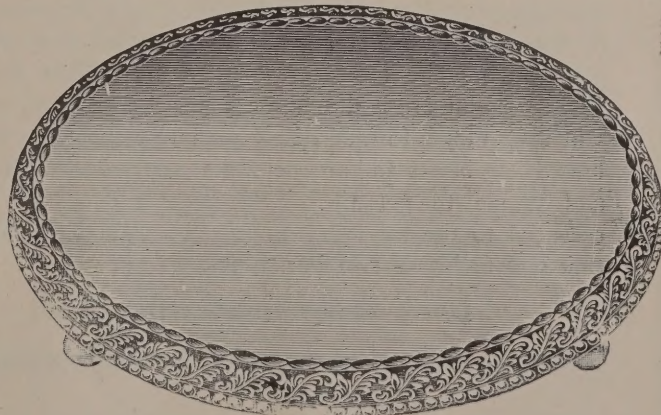
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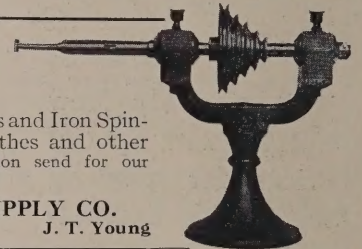
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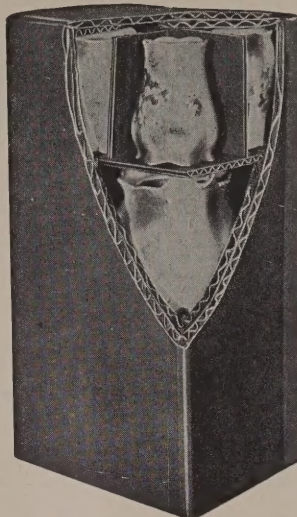
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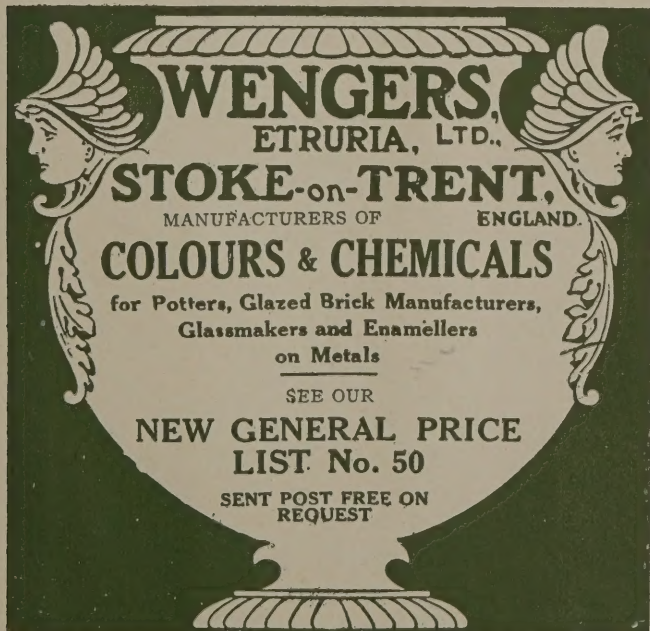
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